SOAP.

A MONTHLY MAGAZINE
for Manufacturers of Soaps of All Kinds, Disinfectants, Household Insecticides, Cleaning Preparations, Polishes and Allied Products
Published by MACNAIR-DORLAND COMPANY, INC., 136 Liberty Street, New York

VOLUME THREE | NOVEMBER, 1927 | NUMBER THREE

What Chance has a Flea

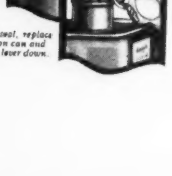
against such an array of ammunition

Good insecticide with killing power *in* **Good looking containers**

like these

Sealed with a handy efficient closure like Kork-N-Seal

is bad news for the bug family



To Open, merely raise the lever and push with thumb

To Reseal, replace cap on can and push lever down.

KORK-N-SEAL makes your package easy to use—Easy to open and easy to reseal. There's no spillage when pouring from the Kork-N-Seal nozzle.

Williams Sealing Corp.
Decatur Ill

Williams

KORK-N-SEAL

FOR BOTTLES AND CANS

November 1927

SOAP

Volume Three
Number Three

The Editor's Page

To Solve the Glycerin Problem

THE Association of American Soap and Glycerin Producers is now in the midst of a campaign to popularize glycerin solutions for automobile radiator anti-freeze use. Although glycerin has been used in a limited way for a number of years for this purpose, the aim of the Association is to come as near as possible to making it the universally accepted anti-freeze material. A broad campaign of advertising and publicity is now under way. Advertising in magazines of general circulation and in class journals of the automobile and associated trades, has been running for the past six weeks and will continue through into 1928. Publicity material in the form of news releases and feature articles in newspapers and magazines are receiving unusually wide distribution. All told, the advertising of anti-freeze glycerin, according to plans as mapped out for this season, will represent a circulation in its entirety of over 30,000,000 copies of various magazines. This is exclusive of general news and publicity releases.

This campaign of advertising to increase the sale of glycerin in anti-freeze channels is of far greater significance to the soap industry than might generally appear to the casual observer. By putting glycerin into the anti-freeze market in a big way, an outlet without the restrictions, without the razor-edge competition, and without the vicissitudes of industrial consumption, can be developed. A total of close to 50,000,000 gallons of anti-freeze materials are used each year in the United States. The glycerin production of the country if used exclusively for this purpose could only supply a third of the total consumption. Thus, it is apparent that the usual limitations of market saturation and overproduction do not apply. By concentrating on the anti-freeze field, the problem of the glycerin producer becomes exclusively one of selling and product popularization.

In this year's advertising of anti-freeze glycerin, the sledge has replaced the tack-hammer of other years. If the industry really means to sell the anti-freeze field in a big way and to keep it sold, the present campaign of the Glycerin Producers' Association is the recognized method of getting results. It is the one channel where there is plenty of room to expand, and where the superior qualities of glycerin for the purpose justify the necessary expenditures. Every soap maker with an appreciable glycerin output should support the work as it represents the most logical way out of the difficulties from which the glycerin market has always suffered.

Rosin Progress

AT ATLANTIC CITY late last month, the Joint Rosin Marketing Committee on which the soap industry is represented, held an informal conference with certain trustees of the Pine Institute of America, the trade association of naval stores interests. The chief question discussed had to do with the marketing and sale of rosin, the desire of rosin consumers in the soap, paint, and paper industries to purchase rosin on a net weight basis rather than on the present uncertain and unsatisfactory "gross for net" basis where the barrel represents close to twenty per cent of the gross weight.

The conclusions which may be drawn from the discussions, even though the meetings were unofficial and informal, point to a definite solution of the problem in a few years. The naval stores interests bespoke a willingness to cooperate with consumers and change present marketing methods. Because of the manner in which rosin is produced in widely scattered communities back in the woods of the South, to change customs which have been in vogue for generations, must be a gradual process. The time required to place rosin on a definite net weight sales basis was estimated at about two years.

The naval stores people will undertake the educational work necessary to revise marketing methods. Those who are co-operating will undertake to get others to join the movement. The naval stores interests specifically request that consumers let that industry handle the matter within its own house and that no ultimatum or other demands impossible of immediate

Insecticide and Disinfectant Section Begins on Page 75

fulfilment be made upon them by rosin users. A later conference between naval stores factors and the Joint Committee is being planned for Savannah or Jacksonville at a meeting of rosin producers called especially for the purpose.

The work of changing the method of pricing rosin is well under way. The Joint Committee has secured the promise of definite action, and they have secured it tactfully in an altogether friendly way. This is real progress.

Diversity in Sales

SOME manufacturers of soap products and allied lines have men on the road who concentrate all their selling on a single item. Where the product in question bulks large and where there are large numbers of buyers located comparatively close together in any given territory, this kind of selling may work out to advantage. That a salesman who handles one item alone is better qualified to talk about his product than the man who has a large line, is perhaps true. At the same time, is it not a rather extravagant expenditure of time in the majority of cases? And, also, is not the chance of securing an order on each call proportionately smaller?

Take the case of a traveller for example handling only chip soap in bulk. If the various mills, laundries, and other consumers upon whom he calls, are not in need of chip soap at the moment, he makes no sale. If, however, his line contained also one or two phosphate detergents, spotting out compounds, perhaps an auto soap, or other products in which these buyers of chip soap might likewise be interested, his chances of securing an order for something are heightened.

The expenses of salesmen on the road are the same whether they sell one product or twenty. Where the number of products sold is larger, there is the likelihood that the number of prospective customers in each town will also be proportionately greater. In case a buyer is missed and the salesman is faced with a waitover, there is always the opportunity to fill in the waiting time by calling on other prospects. If he is handling just a single item, the possibilities are that there may not be any other buyers of his product in the town. While he sits around hotel lobbies and in the moving picture theatres, his expenses go on just the same.

Among some houses, a tendency to get away from marketing a lone product is apparent. Nevertheless, a great many are still engaged in this expensive type of sales promotion. Unless, where the character of the goods expressly prevents merchandising more than one or two products, a greater diversity in the line seems desirable as a means of securing more per dollar expended on sales efforts.

Your Profits—Up or Down?

REPORTS which have been made public by three or four of the larger soap manufacturing organizations during recent weeks, would indicate that the soap business as a whole is in better shape than it was a year ago. The reports which have been examined show larger business and better profits. At the same time, we hear of other conflicting reports, firms needing new capital to pull themselves out of a hole dug by mismanagement, plants of apparently healthy companies offered quietly for sale, and then, on the other hand, new firms going into the business, and established firms seeking larger factory facilities and additional plants.

The balance of change during the past year has unquestionably been for the better. Most well established soapmakers have seen an improvement in the volume of their business and profits have been somewhat better. There have been some soap manufacturers who have closed their doors during the year, but they have been fewer than in 1926. The number of new firms entering some phase of detergent manufacture, not especially in the general soap line, but in various specialties, has been larger. Among the old established soap houses, a consolidation or two has taken place, but these have been directed by increased manufacturing and selling efficiency, and not due to any weakness of the individual companies.

The past six months or year are a fairly good period for any soap manufacturer to gauge the condition of his business. The industry as a whole showed better conditions, better profits. If there are firms who showed reduced profits or losses over the same period, and there are not well defined and thoroughly understood mitigating circumstances, it is for them to look well into the heart of things. Something is wrong somewhere. When others in the same line of business show an increase in profit, and you do not, this is obvious. Packages, sales methods, quality of products, competition, advertising, costs of manufacture and sale, and personnel—all might bear scrutiny. If your profits have dwindled, find out why. There is no better time than the present.

Globe Soap Co. awarded contract for 790 gals. glycerin anti-freeze for U. S. Army Air Service, Wright Field, at $1.37 gal.

The Detergent Action of Soap

Refutation of Dissociation and Emulsification Theory and a Justification of Views of Langmuir and Harkins

By E. SCHOTTE
Chief Chemist, Iowa Soap Company

FOR over a hundred years, various theories have been advanced to explain the reason why soap cleans. While chemistry claims big victories —some scientists are supposed to have made gold from baser metals, others are trying to solve the mystery of life—still such a common process as washing with soap is a deep mystery. The first to write about the detergent action was Chevreul, the father of the oil and fat chemistry. Before Chevreul nothing was known about the constitution of fats and soaps. In his renowned book, "Recherches Chimiques sur les Corps Gras d'origine Animale," 1823, (Chemical Research on Animal Fats) we find the following observation: "When saponifying with an insufficient quantity of lye the unsaponified fat forms with the soap an intimate mixture which emulsifies in water and is no longer able to adhere to fabrics." For this observed phenomenon of emulsification we find many explanations in the literature after Chevreul.

The cleansing action of alkaline materials had been known for ages and it is only logical that the detergent action was contributed to the alkaline part of the soap. Through dissociation, liberated alkali was held to have saponified or emulsified the grease and the dirt, freed from the grease, was taken up by the suds. How this alkali can work is hard to understand. The alkali which is split off from the soap was supposed to act upon other fat but to ignore the fatty acids to which it was attached prior to dissociation. Furthmore, it was found that the decomposition of soap into fatty acid and alkali is negligible.

Moore and Parkins[1] were the first to find the dissociation theory to be erroneous and McBain and his co-workers[2] have conducted a large series of measurements and have come to the same conclusion. The detergent action can also be had with materials not containing alkali as was proved by Reychler[3] experimenting with acetylsulfonic acid and by Geppert[4] who obtained good results with an acid colloid. Most of the theories of the detergent action are merely describing what happens instead of explaining. To give all kind of experiments showing that soap emulsifies, etc., does not have much value if the reason why is not given.

Spring[5] has conducted a large number of experiments to prove that the detergent action is an adsorption phenomenon. His conclusions agree with what was generally accepted and thus the experiments were considered to be right. A closer survey of the data shows that most of them are confusing. Many who cite Spring have not gone deeply into the details, I certainly believe. A great merit of Spring is to have worked with materials freed from oily substances. To say that adsorption takes place is probably a better description of the phenomenon than the word emulsification, but it does not bring us nearer to the solution of the problem.

Of late, colloid chemistry has come into vogue and the detergent action is a "colloidal" action. Another word for "we do not know." It certainly is true that soap is a colloid. A cake of soap is not crystalline and soap in water dissolved is not like a solution of a salt. In a soap solution, we find the molecules grouped together. To understand why soap is a colloid we have to go into the composition of the soap molecule. The molecule consists of a hydrocarbon chain and a COONa group. The former, the fat part, is insoluble in water and the latter, and especially the sodium, is soluble. Water is antagonistic to the hydrocarbon part and in solution, the hydrocarbon chains have a tendency to come together. We get the micelles, a group of hydrocarbon chains surrounded by COONa groups sticking out into the water. On the surface, however, the oily part of the soap molecule is forced out of the solution. Here we have the molecules and not the micelles. Figure 1 gives an idea of the constitution of the surface of a soap solution.

[1] The American Journal of Physiology, 7 (1903) p. 261.
[2] Journal of the Chemical Society, 105 (1914) p. 957.
[3] Kolloid Zeitschrift, 12 (1913) p. 277 and 13 (1913) p. 252.
[4] Zeitschrift für Angewandte Chemie, 30 (1917) p. 85.
[5] Kolloid Zeitschrift 4 (1909) p. 161; 6 (1910) p. 11, 109, 164.

Reychler in the above quoted article has been the first to recognize this duality of the soap molecule, and Langmuir[1] and Harkins[2] have further developed this theory. Measurements were made of the molecule, its length and

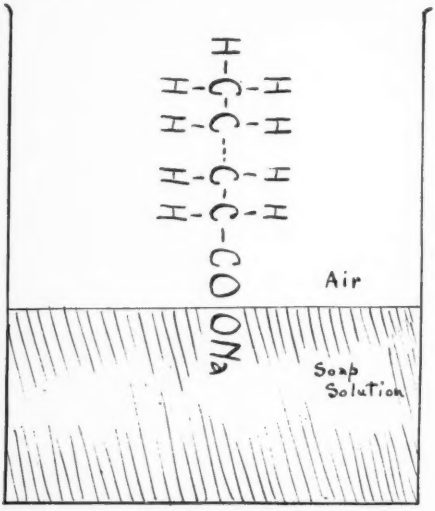


Figure I.

its diameter. It was found that the symbol used by the chemists to represent the soap molecule was in accordance with real composition. For example, sodium stearate, $CH_3CH_2CH_2CH_2CH_2CH_2CH_2CH_2CH_2CH_2CH_2CH_2CH_2CH_2CH_2CH_2CH_2COONa$ consisted of a chain of carbon and hydrogen atoms. Not only that but mathematically the lowering of the surface tension was determined.

On account of the lowering of the surface tension, the soap solution penetrates between the fibre and the particle of dirt, and the dirt is loosened. The same will happen with oil adsorped by a fibre. After the fat is separated from the fibre, the fat particle may adsorb the soap. That means the hydrocarbon part being more soluble in the oil than in the water is forced inside the drop of oil with COONa group sticking on the outside. See fig. 2. In this way, the small drops are stabilized and we have an emulsion.

In the washing process, we have the surface of a soap solution in contact with the surface to which dirt is adhered and on the surface of the soap solution there are soap molecules. Chapin[3] says that the colloidal fraction of the soap is inert as a detergent. Often fillers are recommended because they are colloids or because they emulsify oils and fats. This may be all right when those substances are used alone. However, when used together with soap, the filler will offer an excellent surface to the soap. Michaelis and his co-workers[1] found that those substances are absorbed better that give a lower surface tension. That means, as we have seen above, that soap is easily absorbed. Substances like colloidal clay will offer a large surface to the soap. The filler being a good adsorpent and the soap being easily adsorped, both are made inert. Colloidal clay has also been advocated on account of increasing the sudsing quality of soap. This phenomenon has been observed with dirt particles and Fall[2] too found that solid particles of manganese dioxide, used as "dirt" to measure the detergent action, stabilized the foam.

The main thing of the process of washing is the loosening of the dirt and the emulsification is a side reaction. Hillyer[3] gives the following experiment. A glass tube, 3-4 mm diameter is filled with cotton oil and put into a beaker with water. The oil stays in the tube. With a strong soap solution, the oil leaves the tube and comes to the surface. Geppert[4] puts stress on the moistening action of a soap solution. The detergent acts on the fibre and not on the impurities. A layer of oil is spread on a glass surface and the plate of glass immersed into water. The oil contracts to a globule and loosens itself from the glass. On filter paper, impregnated with oil and immersed into water, Geppert observed that the oil forms globules on the paper. With other materials, he obtained this same loosening action of water, only with fibrous materials the action is less and here a soap solution helps to loosen the oil. The lowered surface tension makes it possible for the water to enter the fine canals. After the oil is loosened, the emulsification starts, is the main conclusion of Geppert. Most of the methods for the determination of detergent action are in reality merely determinations of emulsification values.

When considering cleaners for metals Mitchell[5] mentions as one of the basic principles: "that the cleaning solution should be so made up that the oil and dirt particles are not taken into permanent emulsion, but will separate out again on standing, so that after a few hours of disuse the oil will separate and rise to the surface of the tank, where it may be skimmed off and the dirt settle out. Under these conditions a cleaning solution will have a long

[1] Journal American Chemical Society, 29 (1917) p. 1848.
[2] Journal American Chemical Society, 29 (1917) p. 354, 542 ard 41 (1919) p. 970.
[3] Industrial and Engineering Chemistry, 7 (1925) p. 461, 1187.

[1] Freundlich; Kapillarchemie (1922).
[2] Journal of Physical Chemistry, 31 (1927) p. 824.
[3] Journal American Chemical Society, 25 (1903) p. 512.
[4] Deutsche Medezinische Wochenschrift, 44 (1918) p. 1409.
[5] The Metal Industry, 23 (1925) p. 251.

life. Otherwise the chemicals are used up and the cleansing power falls off very quickly." Here the emulsification power of soap is a disadvantage.

Above I condemned the use of colloidal clay and I could include other colloidal fillers. An exception, I want to make regarding sodium silicate often called a "builder." Actual laundry tests by Stericker[1] have shown this material to be a detergent and of benefit when used together with soap. The silicates found to work the best are those of the less alkaline type. Most manufacturers however using silicate of a grade for soaps, add alkali and thus

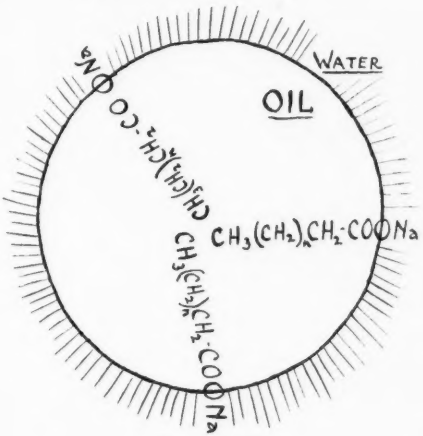


Figure II.

destroy much of its beneficial action. But as Stericker says at the end of his article, further investigations are needed.

Chapin with his experiments on graphite tested additions of caustic soda, soda ash and silicate of soda. He found those additions worked according to their sodium ion concentration. This means that caustic soda helped the detergent action better than soda ash and the latter was better than the silicate. In using the theory of Langmuir and Harkins, the different behaviors of the additions could be explained. However the claim is made that if Chapin had done his experiments with clay instead of graphite he would have found that silicate is of greater advantage than soda ash.

Furthermore different experimentors get different results and for the measuring of the detergent action no universal method has been found. Often results are obtained in accordance with one's hobby and experiments not coming out that way are disregarded. This has contributed greatly to the confusion.

[1] Industrial and Engineering Chemistry, 15 (1923) p. 244.

I have pointed out where some of the trouble may be, but the main purpose of this article is to bring into the foreground the theory of Langmuir and Harkins, so it may get the attention it deserves from the soap industry.

Method for Transparent Soaps

Outline of a method for the manufacture of transparent soaps was given recently in *Chimie et Industrie* as follows: 100 parts of coconut oil and 120 parts prime tallow are heated at 80 C, filtered, and mixed with 60 parts of alcohol. Castor oil, 45 parts is also an added ingredient. The saponification is carried on with 129 parts of 38 deg. Be caustic soda, during which the temperature should not exceed 70 deg. C. The kettle is covered and left for 30 minutes at the end of which time, 70 parts of sugar solution and 70 parts of glycerin are added quickly. The whole is heated to 70 C., stirred well and left exposed to the open air. The soap thus formed should remain perfectly transparent. The foam which is formed on the surface is then removed by the addition of 15 parts more of alcohol. Perfuming follows, but a warning is given against the use of infusions of gum benzoin or balsam Peru, and also against the use of fluorescent colorings as they spoil complete transparency.

France Largest Soap Exporter to U. S.

French soaps continue to find more favor in the United States than any other imported brands, according to the final import report for 1926, as issued by the Department of Commerce. In both tonnage and dollars France led the way, shipping 677,307 pounds of toilet soap, valued at $178,904, 477,281 pounds of castile soap, valued at $33,827 and 1,553,559 pounds of other soaps, valued at $115,706. England, however, got more for her toilet soap, $180,740, although the tonnage reached only 395,231 pounds. Italy was the largest shipper of castile soap, 1,091,674 pounds, valued at $156,566. Spain ranked next to France as a supplier of miscellaneous soaps and third in the castile soap group, with shipments of 939,103 and 413,492 pounds respectively. Total toilet soap imports were 1,219,148 pounds, valued at $409,218. Castile soap imports were 1,219,148 pounds, valued at $409,218. Castile soap imports reached 2,021,096 pounds, valued at $245,845. Imports of all other soaps amounted to 3,090,924 pounds, with a value of $318,309. Germany, Spain and Italy were other important toilet soap shippers, other soaps having come from England, Germany, Italy, Canada and Greece.

What Is Castile Soap?

Qualities Which Industrial and Medicinal Users Demand and the Part Played by Oleic Acid Content

By Herbert Kranich
President, Kranich Soap Company

BECAUSE olive oil castile soap is definitely specified by some authorities for certain medicinal and technical uses, there must be sufficient scientific reason behind this or else the designation of olive oil as the sole fatty ingredient cannot be justified. Numerous textile mills buy or manufacture soaps made exclusively of olive oil for various washing operations during manufacture. Soaps from tallow, coconut oil, cottonseed oil will not do. They lack certain characteristics imparted to the soaps by olive oil.

The average olive oil runs approximately 85 percent glycerides of oleic acid and it is this oleic acid which is apparently the key to the situation. It has been known for some time that the neutral sodium and potassium salts of oleic acid show little dissociation in water solution under average soap using conditions. Even with very dilute solutions, there is little hydrolysis at the lower temperatures. At the higher temperatures, there is apparently none. Compare this with the degree of dissociation in the cases of sodium and potassium palmitates and stearates where the liberation of free alkali is much greater.

Thus, when a soap is needed which will supply full detergent action without the drawback of hydrolysis and liberation of free alkali, an olive oil soap is the one frequently selected because it is the most commonly known so-called "mild" soap. Fats high in stearates or palmitates would be unsuitable in certain textile process operations where the presence of even a small amount of alkali might damage the product. In certain medicinal uses, much the same thing applies. As for the detergent action of the oleate soaps, or in fact in any soap where there is little or no dissociation in solution, let it be said here that there is no evidence to support the belief that detergent action is due to alkali liberated by hydrolysis, and there is every reason to believe otherwise.

THIS is the second discussion on the composition of castile soap by Mr. Kranich in SOAP. In his first review of the subject, he pointed out the numerous conflicts in definitions and specifications. Some of the questions which he asked, he has undertaken to answer in this article. His theories on the composition of castile soap which he propounds herewith, are the result of ten years reflection on the subject.

As we pointed out previously, the importance of the present castile soap litigation before the Federal Trade Commission has led us to avoid carefully any expression of editorial opinion because we do not believe in prejudging a significant case in the trade press.—The Editors.

The high oleic acid content of an olive oil castile soap quite apparently gives the soap its so-called "mild" character. That the reason for first using this oil in soap manufacture, was to impart "mildness," is probably not true. In all likelihood, it was used originally because it was the most abundant oil, the easiest to procure and use. Unlike most modern soap oils, it can trace its history beyond the days of the Caesars. When the first soap was made with it, very probably the soap was a crude product which could have been described in any other way except by the word "mild."

But, if it is "mildness" which is desired in a soap, modern science and industry have gone several steps beyond a plain olive oil soap. There are other products which give a product equal in every way to olive oil and some which surpass it in the "mildness" of the finished soap. Take for example, castor oil. When it comes to producing a soap which shows even less dissociation than olive oil, castor oil will do this. It has the bad drawback, however, in that the soap produces practically no lather. On the other hand, in textile usage, castor oil soaps rinse out with great ease, which olive oil soaps do not. Manufacturers of absorbent cotton use castor oil potash soaps in preference to olive oil soaps, because the former rinse freely

instantly, and there is no hydrolysis with its attendant alkali to glaze the fibers of the cotton.

To go further in the prevention of hydrolysis, there are several lesser known oils in the class of grapeseed and wheat germ oils which show a superiority over olive for this purpose. It is also the case that a cold made soap does not hydrolyze to as great an extent as a settled soap. This is due to the glycerin present. The same effect can be produced in a boiled soap by the addition of glycerin, or what is more effective than plain glycerin, a borated glycerin, made by dissolving borax in glycerin.

So much for dissociation and "mildness" in olive oil castile soaps. These have been pointed out for two reasons: (1) to show the properties which industrial and medical users have been striving to secure in their castile soaps, and (2) to stress the part which oleic acid plays in the composition and properties of the soaps. As for the opinion or knowledge of the general public on the composition of castile soap, they are of no importance here, because they apparently do not exist.

As far as the best composition of castile soap is concerned, my views differ considerably from any with which I have come in contact. Because of certain uses for which castile soap is generally purchased, I believe that its composition, as far as fatty content is concerned, should substantially approximate that of a soap made from olive oil. By olive oil in this connection, I mean fats or oils in which the fatty acid content is approximately the same as in commercial olive oil. This gets away from the meaningless designation "pure olive oil" and gives a soap which is primarily sodium oleate.

When the term castile soap is mentioned, it brings to mind certain characteristics which are desired in the finished product according to the uses to which it is to be placed. It does not bring to my mind alone the question of what raw materials shall be used. A number of basic materials may be used to produce a soap which has the properties that I ordinarily connect with castile soap. I might mention in this connection single or double distilled red oil, olive oil foots, olive oil fatty acids, various olive oil soap stocks composed chiefly of oleates, certain grain oils, mixtures of these, and one or two others. Chemistry cannot tell by analysis and identification of the fatty acids in the soap what was the source of the fatty acids in question. In other words, pure oleic acid, the animal fat made from tallow or grease will give the identical chemical reactions in a soap to oleic acid derived from olive oil. If a pure double distilled red oil is used chiefly as the base of a soap, why is not the soap in every way, both chemically and physically, equal to that made with olive oil, that is, if it complies with the requirements for odor, color, and stays within the recognized limits for impurities?

After all, we are aiming to get a soap with definite properties, properties which are dictated either by the technical requirements of the user or by a set of specifications. If we incorporate these properties into the soap, in reality what difference does it make how the result is secured? To arbitrarily specify that a soap must be made from one fat or oil, and from none other, unless there are real reasons behind the specification, is truly ridiculous in the light of modern soapmaking science. It is the finished product which should be judged, and not the raw material. The consumer is to use the soap—not the oil or fat from which it is made. He really has no interest in the latter if the finished product meets his requirements for a soap.

Then, on the other hand, there seems to be a wide assumption that because a certain fat or oil is used as the base for a soap, that the soap, of necessity, must be of good quality. The use of "pure" olive oil is no guarantee that the finished soap will be pure castile soap. There are a hundred mistakes in manufacture which can ruin any raw material. Again, there are some soapmakers who can take the poorest of basic materials and turn out a better bar of soap than others can from the finest fat or oil which money can buy.

In the manufacture of castile soap or any other soap, there are too many elements involved to permit an arbitrary designation of raw material. Those consumers who believe that by specifying certain raw materials that they can control the character of the finished product, have another guess coming. They cannot. If they are interested in a finished soap, let them designate the character of the soap which they desire, and let the soapmaker do the worrying about raw materials. If the finished soap meet the needs of the technical user, the medical practitioner, or the man on the street, in that it conforms to his requirements, however complicated or simple they may be, this should be the real test irrespective of from whence it was derived.

To summarize briefly, I believe that the oleic acid content is the all-important thing in a castile soap for technical or medicinal usage. I believe that the restricted designation of "pure olive oil," if such an indefinite term can truly be called restrictive, is purely arbitrary on the part of some consumers and Government of-

ficials, and that there is no scientific basis and a very questionable and hazy historical background for this. Where a castile soap is specified, a soap is usually desired which is "mild" in character, that is which hydrolyzes to a minimum degree in solution, but which also has sufficient sudsing and detergent qualities. The character of the finished soap is the thing by which the product should be judged, irrespective of raw materials used, and the incorporation of these characteristics should be left for the soapmaker. The consumer should not attempt to control the finished product by arbitrarily designating the raw materials.

The Australian Soap Market

The Australian soap industry has made rapid headway during the past seven years, production showing a 50 per cent increase. Operations are confined mainly to the production of cheap toilet soaps and laundry soaps, so that a good demand for high class American toilet soap still exists. Of the total consumption of soap, both toilet and laundry, it is estimated that local manufacturers supply 94 per cent, while the remaining 6 per cent is imported soap.

According to official statistics, there were 66 soap factories in Australia at the end of the 1925-26 fiscal year, at which 2,487 hands were employed. Of this total, New South Wales had 28 factories, Victoria 17, South Australia 5, Western Australia 5, Queensland 10, and Tasmania 1. Production figures for Western Australia are not available, but the output in that State is said to be small. Soap produced by the 61 factories in the other five states, during 1925-26, amounted to 955,893 hundred weight, valued at £2,249,697, of which 420,425 hundredweight was produced by New South Wales factories and 295,930 hundredweight by Victorian factories.

The United States supplied the bulk of Australia's requirements in imported soaps during 1925-26, followed by the United Kingdom, Germany, Italy and France. Official statistics of the imports of soap during the fiscal year 1925-26 are given below:

SOAP—TOILET, FANCY OR MEDICATED

Country of Origin:	1925-26 Lb.	£
United States America	192,260	31,703
United Kingdom	190,902	26,201
Germany	53,532	4,501
Italy	46,201	3,348
France	45,082	6,327
Other foreign countries	2,747	258
Total	530,724	72,338

SOAP—Not Elsewhere Indicated

United States America	221,372	5,888
United Kingdom	70,154	2,399
France	90,958	1,776
Italy	19,001	266
Other foreign countries	2,940	175
Total	404,425	10,504

A small portion of the domestic toilet soap is exported, the bulk going to New Zealand and the Pacific Islands. Exports, during 1925-26, totalled 245,072 pounds, valued at £18,649. Other soap exports, including detergents, totalled 15,601,584 pounds, valued at £270,590. Of this total, 6,391,596 pounds went to the United Kingdom, 3,087,006 pounds to British Malaya, 2,553,253 to the Netherlands East Indies, 1,390,631 pounds to South Africa, and 1,164,908 pounds to the Pacific Islands. (Elmer C. Pauly, Trade Commissioner, Melbourne, Australia.)

British Soap Exports for August

Great Britain's exports were practically the same, in August, as the average for the first eight months of this year. Imports dropped slightly, in tonnage, being about the same in value as the 1927 eight months' average. Exports totaled 124,812 cwts., valued at £297,438. Of this, hard bar soap accounted for 109,894 cwts., with a value of £213,885. Toilet and shaving soap exports amounted to 6,843 cwts., valued at £58,692. Toilet and shaving soaps formed the most important item in the list of imports, 6,713 cwts., having had a value of £34,802. It is worthy of note that this class of imports valued only slightly under the exports of the same kind of merchandise, the tonnage having been sixty per cent as large.

Specifications for Stoddard dry cleaning solvent have been prepared in complete form, by the United States Bureau of Standards. Much confusion has existed in the trade and in testing laboratories in regard to the proper methods of the various tests required. In the present form, instead of reference to various sources, complete procedures for each test are included.

Solvent complying with Stoddard's specification is a high flash-point petroleum product, which has been adopted by the dry-cleaning industry to lessen the loss of life and property by explosion and fire. The flash point specified is 37.8 Deg. C. (100 Deg. F.), minimum, closed-cup test. The distillation requirements are:—Initial boiling point 148.9 Deg. C. (300 Deg. F.), end point 210 Deg. C. (410 Deg. F.)

Plan Wide Co-operative Soap Advertising

Newspaper and Magazine Campaign with 250,000,000 Minimum Circulation Approved by Soap Association

A CAMPAIGN of co-operative advertising by soap manufacturers embracing a minimum gross circulation of 250,000,000 in magazines and newspapers, eight times as great as present radiator glycerin advertising, which will begin early in 1928, probably in February, has been approved by the Association of American Soap and Glycerin Producers. This campaign will be in addition to the present publicity on radiator glycerin and independent of it. It will be in the nature of a "soap and water" campaign to promote higher standards of personal and community cleanliness. The plans were adopted at the regular October monthly meeting of the Board of Governors of the Association, held at Atlantic City on Oct. 21. The plan was prepared by the Newel-Emmett Co., New York.

Roscoe C. Edlund, general manager of the Association, stated at Atlantic City regarding the new campaign: "Exactly how far this advertising campaign will go and how intensively it will be conducted must now be decided by the American soap industry as a whole. The leaders of the industry, whose vision and sense of public service are responsible for the formation of *Cleanliness Institute*, are firmly convinced of the great value of the work already undertaken. The power of national advertising will give tremendous impetus to the movement. A cooperative effort of this character, however, should not be limited to any group, however public spirited and influential. It is a job for the rank and file of industry, and we do not expect, on the basis of the plans already approved, that any member of the soap industry will fail us. The association is ready to go ahead on a broad and carefully considered program. It is inconceivable that a plan of this character, to which the largest units are willing to give their backing, will not also receive in proportion the support, both financial and moral, of every soap manufacturer in the country who realizes that his own success is inseparably linked with the success of the entire industry."

At the same meeting, the present campaign of co-operative publicity for radiator glycerin was also discussed and sales figures thus far this season showed that manufacturers are going to have a very successful anti-freeze year. Responses to advertising from large numbers of car owners, garage operators, and dealers throughout the country for information about radiator glycerin were reported by the Association, Mr. Edlund stated. He also reported for the work of *Cleanliness Institute* since its foundation some months ago and stated that the response to the efforts of the Institute had been little short of amazing, considering the resistance which any commercial movement of this character ordinarily has to overcome when it gets under way.

The lead thus taken by the soap industry he said, is already accelerating the efforts of some of the greatest health, social service and educational agencies in the country in encouraging higher standards of cleanliness in the United States. In frankly announcing the sponsorship of the movement, which it was ready to support without financial aid from other sources, the Association had at once secured respect and confidence. This confidence had been expressed, Mr. Edlund said, not only on the part of leaders of business, but also by prominent health and social service agencies, by the press, and by leaders of public opinion.

In the field of public education, cultivated through the newspapers and magazines, *Cleanliness Institute* already has made its mark, although this work was started only four months ago. An incomplete survey to October, 1927, showed that over 1,000 newspapers in every state in the Union are using material on personal, household and community cleanliness developed and issued by the Institute. The message of soap and water cleanliness, it was shown, already has reached from this source a circulation of over 34,000,000. Leading writers on health, beauty and household economies are helping to spread the gospel of cleanliness, with the co-operation of *Cleanliness Institute*, and over 250 newspapers have commented editorially on the public service movement launched by the Association of American Soap and Glycerin Producers.

In another direction, Mr. Edlund said, the contact and educational efforts of *Cleanliness Institute* are being expressed in the publication of "Cleanliness Journal," distributed to 5000 public health officers, executives of social service health and educational agencies,

home economists, writers and leaders. There is an increasing demand for the Journal, Mr. Edlund added, and some organizations have gone so far as to request copies for individual distribution on their own account.

The meeting of the Board of the Association of American Soap and Glycerin Producers immediately followed a meeting of the Soap Section of the American Grocery Specialty Manufacturers' Association at which many of the same people were represented. At the meeting of the Soap Section, Roscoe C. Edlund was also chosen assistant secretary of the Section. Dr. J. S. Goldbaum of Fels & Co., remains as secretary of the Section with the understanding that the active work of the Section and of its several divisions is to be handled by Mr. Edlund.

The annual meeting of the Association of American Soap and Glycerin Producers Association will be held at the Hotel Biltmore, New York, on Wednesday, December 7 at 10:00 A.M., according to recent plans.

G. J. Danco, formerly vice-president and chief perfumer for Belgian Trading Co., New York essential oil house, is now associated with Compagnie Parento, Croton-on-the-Hudson, N. Y., manufacturers and importers of aromatic chemicals and related products. "Codan Products," originated by Mr. Danco, will hereafter be made in the Compagnie Parento laboratories.

Rhodia Chemical Co., New York importers and manufacturers of aromatic chemicals, have appointed Clayton F. Shoemaker, Jr., 689 Drexel Bldg., Philadelphia, their representative in that territory.

Glycerin Production Up in 1925

Crude glycerin production increased about ten per cent, from 1923 to 1925, the 1925 figure having recently been reported as 30,734,804 pounds by the Department of Commerce. Refined glycerin was manufactured in even larger quantities, 97,354,898 pounds having been produced, an increase of over 20 million pounds from 1923. Statistics for 1925-23-21-19 follow:

	1925	1923	1921	1919
Crude—				
Number of establishments	75	73	79	91
Pounds	30,734,804	27,444,065	21,856,035	21,402,735
Value	$4,258,351	$3,124,470	$2,085,589	$2,961,583
Refined—				
Number of establishments	24	24	31	31
Total production, pounds	97,351,808	76,049,552	68,843,696	69,464,293
For sale—Pounds	94,302,850	74,104,854	59,861,428	67,342,822
Value	$16,991,213	$12,214,012	$9,514,272	$20,724,033

Soap Export Trade Good in August

American soaps were shipped in much larger quantities in August, than in the previous month, all classes having increased markedly in both tonnage and value. Toilet soap exports jumped almost 300,000 pounds to 972,767 pounds, valued at $287,460, a value increase of $60,000. Laundry soap exports amounted to 420,000 pounds over the July shipments, reaching 4,681,677 pounds, sold for $327,554. Exports of all other soaps showed the largest gain, practically doubling in both poundage and value, the figures being 1,303,037 pounds and $123,547. Group totals, together with countries to which the most soap was shipped, follow:

TOILET SOAP

	Pounds	
Total Exports	972,767	$287,460
China	232,272	27,597
England	116,342	65,538
Philippines	80,166	14,140

LAUNDRY SOAP

	Pounds	
Total Exports	4,681,677	$327,554
Haiti	854,892	55,290
Mexico	842,317	68,456
Philippines	680,453	41,865

OTHER SOAP

	Pounds	
Total Exports	1,303,037	$123,547
England	349,066	21,035
Canada	200,011	20,212
Cuba	131,463	8,724

Exports to non-contiguous territories, not included in the above figures, were substantial, Porto Rico taking the most of both toilet and miscellaneous soaps, 54,734 pounds, valued at $13,961 and 1,332,019 pounds, valued at $83,482 respectively. Hawaii bought 49,186 pounds of toilet soap, valued at $16,885 and 404,395 pounds of other soaps, valued at $50,970.

If you work for the City of London and draw £500 a year, or more, you may wash your hands with Brown Windsor soap, according to the *British Soap Manufacturer*. Ordinary yellow soap is doled out to those whose pay is under the required £500.

Rosin Committee Meets With Pine Institute

Hold Conferences on Net Weight Sale at Atlantic City — Paint Convention Favors Net Weight Basis

THE Joint Rosin Marketing Committee, composed of a representative each from the paint and varnish, paper, and soap industries held a meeting on Oct. 24 at Atlantic City, and later on the same day went into a conference with a committee of the Pine Institute, the rosin producers organization, to discuss rosin marketing, packing and tare weights. On Oct. 25, the Rosin Committee was also represented at an informal discussion among trustees of the Pine Institute who were present. The soap industry was represented by W. H. Holt of Colgate & Co., who also acted for the Rosin Committee at the informal meeting.

The Rosin Committee summarized for the Pine Institute group what is wanted by rosin consumers, namely, sale of rosin by net weight, changes in packaging or standardization of packages, and some standardization in tare weights. The rosin people expressed a willingness to co-operate with the consumers in every way, but pointed out the difficulties in making sudden changes. They indicated the crude manner of producing rosin far back in the woods by widely scattered producers who are governed by the customs of years standing and who are difficult to reach by educational means. They stated, on the other hand, that they were educating the producers and already saw signs of improvement in methods. Within the next year or two, they agreed, sale by net weight would be feasible. The standardization of packages will take longer and will depend upon a campaign of education. The changes cannot be made in a hurry under any circumstances owing to the conditions under which rosin has been and is still produced.

In expressing a willingness to work with the rosin consumers in every way to bring about the needed changes, the Pine Institute members urged upon the Joint Rosin Committee that no definite or drastic action be taken by consumers, because this would not help in correcting a condition of years' standing. It is a case which requires diplomatic handling by the leaders of the naval stores industry itself. As they pointed out, if given time, they believe that the marketing changes which consumers desire can be secured. For a further discussion of the subject and as an additional step in clearing up some of the difficulties presented at Atlantic City, it was suggested that the Joint Rosin Marketing Committee join sometime in the near future either at Savannah or Jacksonville with naval stores producers and factors in a meeting to be especially called for the purpose. No definite date has been agreed upon for this meeting as yet.

At the annual convention of the National Paint, Oil & Varnish Association and the American Paint & Varnish Manufacturers Association, held last month in Washington, D. C., the following resolution was adopted after the report of R. O. Walker, chairman of the Joint Rosin Marketing Committee, and himself a varnish manufacturer and representative of the paint industry on the committee:

Whereas, we are convinced that the present plan of selling rosin, based on 280 pounds gross per barrel, is unfair to the purchaser and has resulted in many errors; therefore, be it

Resolved: That we urge the naval stores industry to devise a safe plan to sell rosin by net weight on a pound basis to be put in either wood barrels or steel containers.

In his report, Mr. Walker told of the questionnaire sent out some months ago to the consumers of rosin. (The questionnaire was sent to the soap industry by the publishers of SOAP. There was no representative of the soap industry on the Joint Rosin Committee at that time, and the publishers acted at the behest of Mr. Walker.) The vote showed the average rosin barrel tare on a 500 lb. barrel to be 86 pounds or 17.2 per cent. After a second questionnaire was sent, the Committee agreed that a true tare would approximate 16⅔ per cent or one-sixth of the gross weight. In the report, attention was called to the regulation of the Naval Stores Section of the Savannah Board of Trade which requires that barrel staves be not more than one inch thick and pointed out possible rejection by consumers of barrels with heavier staves.

Salt manufacturers produced materials worth $34,253,056, in 1925, according to census figures recently published by the Department of Commerce. This represents a decrease of over two and a half million dollars from the 1923 figure. Only 70 concerns reported, in 1925, as compared with 75 in 1923, and 79 in 1921.

Crusellas Lead in Cuban Soap Production

BEGINNING with the manufacture of laundry and toilet soaps on a moderate scale in 1863 in Havana, the business of Crusellas & Co. has grown to be the outstanding soap and toilet goods organization of Latin America. The business was founded in 1963 by Roman Crusellas Faura and his brother under the name of Crusellas Hermanos y Cia., which means Crusellas Brothers & Co. The first product made

Group of workers gathered in front of the old Crusellas plant in the center of Havana.

was laundry soap and then toilet soaps, and later a few toilet articles.

In 1879, the firm first put out the now well-known *Jabon de Hiel de Vaca* which means cow gall soap. Within a short time, this brand became a big seller in Cuba and later spread to Mexico and South America. It continues today as the largest toilet soap sold throughout Latin America. A considerable quantity of it is sold in the United States to Latin Americans living here.

Through the 58 years from the company's founding until 1921, Ramon Crusellas had been

Where the packaging of toilet soaps and toilet goods is completed.

at its head. In 1921, he died and the company was completely reorganized under the name of Crusellas y Cia. with a book capital of $306,000, but an actual capital of $960,000. Upon the reorganization, Ramon F. Crusellas, Jr. and

Luis Santeiro, head of the company, in the foreground, and Ramon Crusellas, Jr. at desk in background.

Luis M. Santeiro became directors of the fortunes of the business.

In 1921, another great change was made in the firm. The original company of Crusellas & Co. became exclusively a manufacturer of laundry soaps, particularly the *Jabon Candado* which is said to be the largest selling laundry soap in Latin America. A new modern plant

View of general offices of the firm in Havana.

was built for the laundry soap firm, the largest in Latin America, on the outskirts of the city in the Cerro section. It was equipped with tennis courts, swimming pool, hand ball courts, living quarters, dining room, and hospital, and special transportation was arranged for employees. It has direct rail communication with the United States via Key West Ferry, and goods loaded in cars anywhere in the States are unloaded from the same cars on the plant siding. The new plant has been under the direc-

tion of Ramon F. Crusellas, Jr. since it began operations.

To take care of the old Crusellas plant in the center of Havana, a new firm was formed under the name of Compania Nacional de Perfumerie, S. A. which took over the manufacture of toilet soaps, toilet goods, and perfumes, thus completely separating the laundry soaps from the other parts of the business. Luis M. Santeiro is at the head of the company. The old plant is under the management of J. G. Fajardo, sub-director of the firm, and technical work under Angel Collado who has been with the company since its beginning in 1863.

Since its founding, Crusellas y Cia. has won numerous world fair prizes for its products. In 1880, King Alfonso XII of Spain granted the privilege of a coat of arms on the quality of the goods.

Complaint of Soap Misbranding

Hoosier Manufacturing Co., Union Soap Co., and Crescent Soap Co., along with C. A. Wocher, Robert Wands, and Rose K. Wands, who own all the stock in these Indiana corporations who conduct business at 1239-49 Roosevelt Av., Indianapolis, Ind., are named in a complaint issued by the Federal Trade Commission for unfair competition for producing and selling in interstate commerce certain cheap products resembling soap and designated as soap which are reported misrepresented. The Commission alleges that they mislead or deceive buyers as to the origin, quality, nature and ingredients, that the prices on the labels are strictly fictitious and the goods made to sell for much less, and that the products contain fifty or sixty per cent of other ingredients than soap and cannot be put to toilet use without injury to the user. The brands named include "Nature's Lemon Cocoa," and "Marvola Vegetable Cream." On the cartons containing the product branded "Nature's Lemon Cocoa," there appears the statement "Pure Vegetable Oil Combined with Mineral Salts" and on the cartons containing the product branded "Marvola Vegetable Cream" are the words "Combination of Pure Vegetable Oil and Mineral Salts." None of such products is composed of lemon cocoa, and the ingredients therein are not pure vegetable oils combined with mineral salts, says the commission. The Crescent Soap Co., who acted as distributors for the Hoosier Manufacturing Co., is reported now inactive. Hearing is set for Dec. 10 before the Commission in Washington.

Glycerin Work with Auto Producers

The work which the Glycerine Producers' Association, a part of the Association of American Soap & Glycerin Producers, has carried on with manufacturers of motor cars and radiators to popularize radiator glycerin for anti-freeze use, is outlined in a statement to SOAP on Oct. 28 by N. N. Dalton of the Palmolive-Peet Co., who is chairman of the Research Committee of the Association. Mr. Dalton stated: "During the summer the Glycerine Producers' Association has conducted a very vigorous campaign with the motor car and radiator manufacturers. Every motor car manufacturer and the leading radiator manufacturers of the country have been called on personally by representatives of members of the Association. These calls have been made in the name of the Glycerine Producers' Association, and their purpose was to inform the manufacturers of the work and policy of the Association on radiator glycerine. For the most part these calls have been made on the national service managers, but in addition to this a personal letter outlining the work of the Association, and enclosing copies of releases of our first national advertising, has gone forward from the chairman of the research committee to the presidents of these motor car companies. Without exception the representatives of the Association were received with courtesy, and interest and attention given to the story which they had to tell.

"Some motor car manufacturers for a number of years have listed Glycerine in their service manuals as an anti-freeze agent. It was the purpose of these calls to show these particular manufacturers the benefit to them of changing this to read "radiator glycerine." This for the fact that C. P. glycerine does not inhibit foaming in the radiator, and that glycerine in its crude state might be injurious to some of the motor car parts, while radiator glycerine, manufactured in accordance with the standards of the Association, eliminates both of the above tendencies.

In the majority of the cars of today, a high compression motor is used, and its best operating efficiency is at a temperature which precludes the satisfactory use of a volatile anti-freeze agent. The national service managers are well aware of this fact, and the ability of radiator glycerine to promote winter driving at summer temperatures is a point in which automobile engineers and national service managers were interested. The further fact that the Association had standardized qualifications for radiator glycerine, and that all member com-

panies of the Association were manufacturing according to this standard, was an additional point in which these motor car manufacturers were well pleased. The fact that the users of their cars could secure this standardized radiator glycerine from the Atlantic to the Pacific, and from the Canadian border to the Gulf, assured them of national service of a high quality.

Those manufacturers who had not printed their service manuals for the 1927-28 season, evidenced a willingness to mention radiator glycerine in their manual, and those whose manuals were already printed indicated a willingness to follow the suggestion of the representative that the first winter bulletin to their distributors would outline and approve of the use of radiator glycerine as an anti-freeze. Many of these motor car manufacturers requested a supply of the Glycerine Producers' Association booklet on radiator glycerine, in order to send them to their distributors, and in all cases the Association was glad to furnish the required number.

"The Nash Company, very much interested in radiator glycerine since its inception, this year made such changes in their models as to permit all Nash cars to be serviced with radiator glycerine, and have for the first time listed glycerine in their service manuals as an anti-freeze agent. While the Willys-Knight Company have not given evidence as yet of making any change, it is hoped that they will see their way clear to do so in the near future.

"The Miner Laboratories, in addition to checking the standards of the radiator glycerine produced by the member companies, are making special tests on the problems of one or two motor car and radiator manufacturers. Their research is being increased to the end and that some of the interesting derivatives which they have developed may be brought to a practical stage. Thus far to date, the sales of the member companies on radiator glycerine prophesies the most successful year on this product. The enlarged advertising campaign gives evidence, from the inquiries drawn, of a greater public acceptance."

Essential oils, produced in the United States in 1925, were valued at $5,881,689, an increase of $2,700,000 over the 1923 valuation, according to the final census report issued by the Department of Commerce. Fourteen establishments reported, as compared with seventeen in the previous census year. The tendency in this industry is markedly toward concentration, 105 firms having reported in 1914, 78 in 1919 and 27 in 1921.

France Honors W. G. Ungerer

William G. Ungerer, president of Ungerer & Co., New York, has been created a Chevalier of the Legion of Honor by the Government of France in token of appreciation with which his services during and after the world war are regarded by the French Republic. Senator Eugene Charabot, himself an Officer of the Legion and a Senator of France from the Alpes-Maritimes district, came to New York to bestow formally the prized decoration upon his lifelong friend. In a very brief time during the war, a campaign by Mr. Ungerer resulted in the placing of two ambulances in the American Ambulance Field Service. These saw heavy duty during the conflict. Another achievement was Mr. Ungerer's work in making a success of the Allied Bazaar in New York in 1916. One important feature was the "Booth of the Fifty Perfumers," in which the leading perfumers of the United States exhibited due to his efforts.

W. G. UNGERER

Mr. Ungerer visited France just after the war and realized the need of giving relief to those left destitute by the conflict He took upon himself the task of contributing and collecting funds for the support of a colony of war orphans at Grasse, children of some of the famous "Blue Devils" of France who had fallen on the field of battle.

Mr. Ungerer was born in Rochester, N. Y. and was sent as a youth to Paris for study at the Ecole des Quatre Fils and later at Arts et Metiers. His introduction to the essential oil and perfume business followed soon after, when he became the first American to work in the Grasse establishments. After studying in Europe he returned to America and succeeded his father, the late W. P. Ungerer, as perfume chemist for Colgate & Co., holding that position for several years. In 1901, he left Colgate & Co. to organize the firm of Ungerer & Co., succeeding W. P. Ungerer & Co., which his father founded in 1893. Mr. Ungerer has been identified with the scientific side of the industry and has contributed much to its trade and technical literature.

A dinner was tendered the staff of Ungerer & Co., New York essential oil house, by Dr. Eugene Charabot, Senator of France and widely known essential oil producer at Grasse, at the Hotel Lafayette, New York, on Oct. 27.

Red Oil Production Increases 33 1-3%

Red oil production increased one-third, from 1923, to 1925, according to the manufacturing census, recently issued by the Department of Commerce. In 1925, 65,036,276 pounds were produced, as compared with 48,786,009 pounds in 1923. The goods were valued at $6,957,871, in the last census year, as against only $4,353,654 in 1923. Stearic acid on the other hand, showed a smaller production in 1925, only 19,761,268 pounds having been manufactured, a drop of 2,700,000 pounds from the 1923 figure. Fifteen red oil manufacturers have been reporting each census year since 1919. Nine stearic acid producers have reported each time, excepting in 1923, when 13 reported.

"Synthetic Perfumes," second revised edition, has just been issued by Polak & Schwarz, Ltd., Zaandam, Holland, manufacturers of synthetic aromatic chemicals, and is available in English, French and Spanish. The book containing eighty pages, covers practically the entire list of aromatics, giving information about the chemicals, as well as valuable suggestions regarding their proper use. Wangler-Budd Co., New York, represent Polak & Schwarz in this country, and copies may be secured by writing to them at 205 West 14th St.

A. A. Jackson has announced his resignation as vice-president of the Darco Sales Corp., New York, having been associated with the firm since its organization, over five years ago. Mr. Jackson is at 140 Claremont Ave., New York, having made no decision, as yet, regarding a future connection.

A. S. La Zoris, formerly Chicago representative for a New York perfuming material house, has organized the Lanvoix Chemical Co., 208 N. Wabash Ave., Chicago, to import, manufacture and deal in essential oils, aromatic chemicals and related products.

The Manila copra market is reported as firm, owing to lighter arrivals, in a cable transmitted to the Department of Commerce Oct. 27. All mills are operating, two intermittently. The price, delivered Manila, is 13 pesos per picul.

R. G. Brown, formerly of Innis, Speiden Co., and Charles S. Herron formerly of Rockhill & Vietor, have joined the Chicago branch of George Lueders & Co.

Glycerin Imports Doubled in August

Much more crude glycerin was imported into the United States in August than in any other month so far this year. Receipts amounted to 2,036,247 pounds, valued at $289,675, over 800,000 pounds above the July importations which, in turn, were a record for 1927. Refined goods were also brought in in larger quantities, following the July slump, 803,866 pounds, valued at $144,968 having been imported in August. The crude material came from ten countries, France, Germany, Canada, Cuba, England, Belgium, Italy, Netherland, Spain and Mexico. France came first, with 814,894 pounds, and Germany and Canada were also large suppliers, with 330,333 pounds and 324,005 pounds respectively. Most of the refined material came from Germany and the Netherlands, 451,309 pounds and 329,362 pounds respectively. Imports over the past five years follow:

	Pounds Crude	Pounds Refined
Entire year 1923	585,792	14,548,660
Entire year 1924	1,500,644	14,427,054
Entire year 1925	2,059,565	19,248,695
Entire year 1926	10,733,246	27,243,299
January, 1927	920,877	1,079,129
February	339,839	1,943,815
March	531,993	1,449,795
April	405,536	521,513
May	1,197,304	999,288
June	861,522	984,468
July	1,220,112	514,038
August	2,036,247	803,866

Crude cottonseed oil stocks jumped sixty million pounds, during September, to 87,474,145 pounds, about 30,000,000 pounds ahead of the Sept. 30, 1926 figure. Refined oil stocks continued to decrease, dropping about fifty million pounds to 225,782,051 pounds. This figure is far above the one reported a year ago, when only 63,000,000 pounds were on hand.

National Pumice Stone Co., New York pumice stone manufacturers and importers, elected Sol Perrin vice-president at a recent meeting. Mr. Perrin has been with the firm for eight years. Other officers, including Giuseppe Ferlazzo, president and treasurer, were re-elected.

Olive oil production, in Greece, is predicted at between 15 and 16 billion pounds, for the 1927-28 season, in a report to the Department of Commerce from the Consul at Athens. The weather has been favorable so far.

Andrew M. Sherrill Dies at 73

Andrew M. Sherrill, for 33 years president of Welch, Holme & Clark Co., New York, and widely know in the soap, oil, and chemical industries, died at his home, 185 North Grove St., East Orange, N. J. on Oct. 26 at the age of 73. He retired as president of Welch, Holme & Clark Co. on Jan. 1, 1925 and was succeeded by his son, Howard W. Sherrill, the present head of the company. Mr. Sherrill was born in Marion, Ala., on June 6, 1854. He came to New York in 1877 and became associated with Welch, Holme & Clark, then at 385 West St. He was admitted to the firm in 1888, and in 1892 was made president, serving until 1925. He was one of the oldest members of the New York Produce Exchange and for many years an Elder in Roseville Presbyterian Church, Newark, N. J. He is survived by his widow, Emma Kate Ostrom Sherrill, a sister, Helen L. Sherrill, and his son, Howard W. Sherrill, now president of the company.

Castile Case Awaits Evidence Rule

The castile soap case of the Federal Trade Commission against James S. Kirk & Co., Chicago, is now marking time awaiting a ruling regarding the introduction of certain evidence. All testimony and evidence in chief both for the Commission and the respondent has been completed. There remains the matter of introducing certain testimony in rebuttal which is dependent upon what the decision of the Commission will be on a motion just presented to the Commission regarding rulings which have been excluding the evidence in question. As soon as this motion is decided, it is believed that the case will shortly thereafter go before the Commission for final consideration and disposition.

Enjoin Chicago License Law

A Chicago ordinance requiring that licenses be taken out by various manufacturers who operated "chemical or paint factories, wholesale drug, chemical or paint stores, and laboratories," which include all manufacturers of toilet goods, soaps, essential oils, chemicals, etc., was nullified by a permanent injunction issued on Oct. 14 by Judge Ira Ryner of the Circuit Court of Cook County, Illinois. Through Thomas J. Hickey, attorney for the *Chicago Perfumery, Soap and Extract Association*, the Franco-American Hygienic Co., American Perfumeries, White Cross Laboratories, and the Mallinckrodt Chemical Works were selected to fight the case for the Chicago trade. The city contested the action bitterly, but the court decided in favor of the manufacturers.

Glycerin Cannot Decline Further

The price of glycerin cannot go much lower, if any, says the market report of Parsons & Petit, New York, under date of Nov. 4. Imports have been cut sharply, but demand is still slack. Regarding dynamite, they state: "A further material reduction in the price has occurred this week. Sales have taken place at 17c per lb., and the deliveries include the early months of next year. The market seems to have no bottom and yet there are signs, though not really tangible, that the present level is not likely to be lowered a great deal, if any. There has been a putting off of purchasing, on the part of many buyers, which they cannot be blamed for, in view of the unmistakable trend of the market for some time past; these buyers will have to cover eventually, for nearby requirements and, as many of them are in the habit of contracting in advance, they are quite likely to do so, for the coming season, especially if there is the least encouragement, for a turn in the market. In spite of the fact that dynamite is now 4c per lb. below the prewar price, it is not generally thought that it can advance again in the same way that it has done before, nor to the same extent. There are several influences to hold it down and the pressure is likely to be brought to bear, as soon as an upward turn is at all apparent. A comparison of imports, during this year, with those of last year, is interesting. Taking the Government figures for the eight months, up to and including August, and adding those given by the trade papers, for September and October we make the following result:—

	Crude	Refined
1927 —	12,790,000 lbs.	6,692,000 lbs.
1926 —	25,347,000 lbs.	8,733,000 lbs.

It is apparent that the consumption of glycerin in this country has fallen off considerably, for in spite of a 45% decrease in imports, there are generous stocks held here, by the producers. No doubt, glycol is responsible for the larger part of the loss, but there is still a considerable quantity to be accounted for. General business has suffered a recession and this has probably resulted in a decreased use of glycerin. Sales of soap lye have been made at 11c to 11¼c, basis of 80%, loose, delivered. Saponification is held at a relatively higher price, but its value today, based on the price at which lye is salable, is not over 12½c per lb., basis of 88%, loose, delivered."

Tooth paste exports totaled 478,077 pounds, valued at $390,074, in August. England was by far the largest buyer, taking 265,458 pounds.

PERSONAL and IMPERSONAL

John T. Stanley Co., New York, have recently put out a new lemon soap, made in the shape of a lemon and wrapped in amber cellophane. The cake is tied with a purple cord and a gold sticker label is attached, making an extremely effective package for display purposes.

Procter & Gamble Company declared a quarterly dividend of $2 on common stock, payable Nov. 15, of record Oct. 25. This places the stock on an $8 annual basis, against $7 previously. On Aug. 15 an extra dividend of $1 was paid on common stock.

Magnus Chemical Co., Brooklyn, N. Y., manufacturers of bulk detergents, and its associated company, The Dif Corp., which produces Dif and Magnus, packaged cleaning preparations for retail sale, will move to Garwood, N. J. about Jan. 15, 1928, at which place they will occupy a larger building and will add considerable modern mixing and other machinery to their equipment, giving them materially increased production. The officers of both companies are: W. M. Campbell, president; R. P. Titus and David Blanchard, vice-presidents; W. M. Garvey, treasurer; R. A. Brazee, secretary; Dr. R. W. Mitchell, technical director; Donald Stanley, sales manager.

Warren Soap Manufacturing Co., 71 Park Place, New York, has purchased the plant formerly operated by Columbia Laboratories, in Columbia Heights, Brooklyn. The latter concern, operated by A. L. Welch, of the long established soap raw materials firm of James H. and Ambrose Welch, New York, made toilet soaps and toilet preparations. The Warren company will make medicated soaps, specializing in supplying private brands. Harry G. Harris and Mervin Robbins are chemists and Alfred A. Scheuer is engineer.

Lever Bros., Ltd., Toronto, Canada, recently presented gold watches and badges to several employees in Eastern Canada, who had been associated with the firm for fifteen and twenty-five years. In the near future similar recognition will be given those in Western Canada, who have completed the required amount of service. William J. Charters and J. W. Morrow joined the quarter century club and G. N. Bull, a director, Mrs. M. A. Bowen, A. E. Dewar, R. S. Ellis, R. S. Glenn, W. H. Harby, A. S. Lindsay, T. H. Warrington, Miss M. Dickson, G. F. Campbell, E. Little, G. R. Luckhurst, D. Wedgewood and J. B. Dawson were honored for fifteen years service. P. P. Tyler, president of the firm, awarded the watches and badges. Lever Bros. have 26 Canadian employees, who have been with the company for 25 years, while 89 have completed 15 years.

Colgate & Co. are marketing a new granulated soap product, "Super-Suds." It was described in detail in a recent issue of the *Colgate Clock*.

Supreme Soap Co., Anderson, Ind., has been sold to O. F. Apple and associates. W. J. Woolley, who formerly operated the business, has retired. The concern will continue the manufacture of various soaps and soap products, specializing in laundry and toilet soaps.

A glycerin substitute, "Glycopon," is being advertised to the trade by Glyco Products Co., 1457 Broadway, New York. The material, which is available in two grades, is announced as straw colored, odorless, heavier than glycerin, non-drying, neutral, chemically inert and non-toxic and is recommended for use in toilet preparations, extracts, medicinal preparations, etc. The grade A material is priced about five cents a pound under C. P. glycerin, grade B being offered at seven cents a pound less.

Palmolive-Peet Soap Co. plans to build a three-story addition to its Berkeley, Cal., factory. The new structure will cost close to $100,000 with equipment.

Marvel Soap Products, Ltd., Toronto, Canada, has been incorporated for $100,000 by Minard Mastin, Frances C. Coxen and O. H. McCulloch, to make soaps.

Dr. Martin H. Ittner, chief chemist for Colgate & Co., has been named a member of the Industrial Advisory Council on alcohol by Dr. James M. Doran, Commissioner of Prohibition. Dr. Ittner is chairman of the American Chemical Society's industrial alcohol committee.

Anton Jurgens United Margarine Works, Oss, Holland, and the Van den Bergh interests, both Dutch manufacturers of soaps, oils, margarine and related products have been joined through a syndicate which has secured a controlling interest in both firms. While each concern will retain its individuality, close cooperation will probably bolster both considerably.

Procter & Gamble Co.'s protest against freight rates on rosin, shipped from Southern points to Cincinnati, there stored, graded and subsequently re-shipped to Hamilton, Ont., Can., has been upheld by the Interstate Commerce Commission.

The English Tub Soap case by the Federal Trade Commission against James J. Bradley & Co., New York, will have a hearing for final argument on Dec. 5 at 2:00 P. M. in the hearing room of the Commission in Washington, D. C. A complaint for unfair competition was issued against the Bradley company by the Commission for selling and labelling an American-made soap as "English Tub Soap." Although the label has been changed so that "Made in the U. S. A." is now prominently displayed, the Commission has continued to proceed with the case, holding that the word "English" should apply only on an item imported from England. The respondent maintains that it designates a certain style of soap and type of soap cake.

Philadelphia Quartz Co., Philadelphia, has issued the following announcement: "Desiring to regain our former position in the Chicago market with the least amount of unfavorable effect on the industry, we have arranged for the outright purchase of that portion of the business of the Central Commercial Co. of Chicago which is devoted to the production and sale of silicates of soda."

I. Schwarz Engraving & Die Works, New York soap die manufacturers, are moving to 38 West 21st St., the new quarters being practically twice the size of those formerly occupied.

Oil Trades Association of New York held their regular November business meeting Nov. 9, at the Waldorf-Astoria Hotel. A beefsteak dinner preceded the meeting. The entertainment committee provided a program and special events which followed the business session.

Los Angeles Soap Co. has engaged Calmon Lobovishi, noted violinist, to arrange its radio broadcasting programs this winter. The programs will be given every Sunday evening from 9 to 10:30 over station KNX. A poll of its radio audience showed a preference for classical programs, so the company has decided to adhere strictly to music of this type during the current season.

The Association of American Soap and Glycerine Producers will hold its annual meeting at the Hotel Biltmore, New York, on Wednesday, Dec. 7 at 10:00 A.M., according to an announcement by Roscoe C. Edlund, general manager.

Procter & Gamble Co. recently presented a soap kettle, mixer and a hydrogenation outfit to the Texas A. & M. College, supplementing cotton oil milling equipment already in use. The students will, in the future, have an opportunity to observe all of the processes in converting cottonseed, even through to a finished product.

"Octagon" soap will soon be made in Mexico City. Colgate & Co. originally intended building their own plant, but arrangements have been made to have the soap produced in a local Mexican factory. Special machinery and raw materials are already on the ground and production will probably get under way next month.

E. R. Squibb & Sons, manufacturers of tooth paste, shaving soap and pharmaceutical products, have retained a dentist, a pharmacist and a physician to do educational and consulting work in connection with the manufacture and sale of their various products.

Lambert Pharmacal Co., St. Louis, manufacturers of Listerine tooth paste, report net profits of $1,140,228 for the three months ending Sept. 30, 1927, an increase of $354,672 over the similar period in 1926. Profits for the first nine months of this year total $3,344,748, an advance of $950,228 over the profits in the first nine months of last year.

ON PRODUCTS AND PROCESSES

After numerous tests, it has been found that with all fatty oils and solid fats except castor and similar oils, the weight of fat used for determining iodine numbers may be the same as for drying oils, that is 0.10 to 0.11 grams. By this simplification, time is saved with unidentified mixtures.—*Zeit. Angew. Chem.*, 40, pg. 778, 1927.

Advantages of solvent soaps lie in the fact that when mixed with various solvents, the solvent power of the soap is increased. Another effect is lowering the surface tension between a solution of soap and oil and consequent increase in emulsifying power. There are three types of solvents: various petroleum fractions, chlorinated hydrocarbons, and hydrogenated aromatic compounds. The chlorine derivatives, although more toxic than the others, show loss in manufacture and storage due to less volatility.—"Solvent Soaps" in *Perfumery & Essential Oil Record*, 18, pg. 283, 1927.

Violet perfumes were discussed in a recent issue of *Les Parfums de France*. Among the formulas given were several especially suitable for soap perfuming. The first consisted of 6 parts of ionone, 25 parts of oil bergamot, 5 parts of geraniol, 1 part of oil neroli, 3 parts of oil ylang ylang and one half part of artificial musk. Another included 100 parts each of artificial violet and benzyl propionate, 200 parts of terpineol, 50 parts of heliotropin, 10 parts each of oak moss and coumarin and 20 parts of vanillin.

Glycerin used in lead oxide cements, especially mixtures for pouring, is best used in a proportion of one part of glycerin of gravity 1.21-1.26 to four or five parts of litharge. Two days are required to set completely. Small amounts of ammonia or caustic soda speed up setting and nitric acid retards it.—*Trans Ceramic Society* (England) 26, pg. 91, 1927.

A settled curd soap made from 60 to 70 per cent coconut and 30 to 40 per cent tallow fatty acids, will separate lye or turn soft when filled with comparatively small amounts of liquid filler, while a cold made soap of the same composition will not. The cold made soap sets at a higher temperature than the curd soap. If salted out and closed too rapidly, the curd soap will have a higher solidifying point and will sweat or crack. The salting out is a coagulation or dehydration phenomenon and the lower the molecular weight of the salting-out agent, the less is required for the salting-out process. This is not an ionic reaction since both sugar and glycerin will also salt out. The hydroxyl group does not cause a salting out effect because neither methanol nor ethyl alcohol will cause graining. Hard soaps can be obtained without reference to titer as demonstrated by coconut oil soaps.—Discussion in *Seifensieder Zeitung* by Leimdorfer, 54, pgs. 387, 408, 429, 450, 271, 489. (1927).

A detergent for washing clothes is made from the following materials: sodium carbonate, 48 parts; chip soap, 16 parts; borax, 16 parts; butter of antimony, 2 parts; oil citronella, 1 part; oil peppermint, 1 part. All are mixed with water to desired consistency.

Composition for removing stains from fabrics is made from ammonium carbonate, 100 parts; potassium nitrate, 75 parts; flaked soap, 50 parts; water 1,500 parts to which is added a small quantity of sodium chloride.

Purifying and bleaching soya bean oil, palm oil, bone grease, and some other materials is reported done with ozone, oxygen, or oxides of nitrogen, or other gas rich in oxygen, in the presence of monazite sand or other radioactive material and water. Small quantities of alkaline substances and absorbents may also be used.—British Patent No. 261,440.

Composition to prevent irritation of skin when shaving and to be applied before lathering is made as follows: fatty substance, such as olive oil, and a mineral excipient such as paraffin, and a perfume, which may be formed into sticks by use of a substance like gelatin. Lanolin, starch, talc, water and glycerin may also be used.

CONTRACTS AWARDED

Texas Soap Co. awarded contract for 25,000 lbs. common soap for Fort Sam Houston Quartermaster Dept. at 5.08c lb. For same place, 10,000 cakes white floating soap to J. Eavenson & Sons Inc. at 3.25c cake; 10,000 lbs. grit soap awarded to James Kirk & Co. at 3.61c lb.; 10,000 cakes grit soap awarded to same firm at same price.

Dreyer Trading Co. awarded contract for quantity toilet soap for Brooklyn, N. Y. Quartermaster Dept. at 6.08c cake. Austin Nichols & Co. quantity toilet soap for same place at 4.05c cake, and quantity shoe polish at 7.08c.

Swift & Co. awarded quantity washing powder for Rock Island Engineering Dept. at $1,837.04.

Carman Supply Co., Dallas, Tex. awarded contract for 66,700 lbs. laundry soap at 8.34c lb. for Fort Sam Houston Quartermaster Dept. For same place, 400 lbs. dry cleaning soap awarded to Sterling Supply Co., Philadelphia, at 19c lb.; 70,000 lbs. soda ash awarded to Mathieson Alkali Works at 2.2c lb.

Purdy & Stevens Supply Co., Brooklyn, N. Y., awarded contract for 100 cakes of Sapolio at 4c cake, and also 55 gals. sodium alginate at 23c.

On thirty soap dispensers for the Veterans' Bureau, Washington, the following were bid: Clifton Chemical Co., $55.50; Babrick Chemical Co., $67.50; Moore Bros. Co., $75; West Disinfecting Co. $75; U. S. Sanitary Specialty Corp., $105; Hockwald Chemical Co., $60 and $75.

Parke, Davis & Co. awarded contract for 10,000 bottles liquor antiseptic at $2,000 for Veterans' Bureau, Washington.

B. T. Babbitt, Inc. awarded contract for 13,296 cans of concentrated lye at 5.625c can for Fort Sam Houston.

Palmolive-Peet Co. awarded contract for quantity toilet soap for Brooklyn, N. Y. Quartermaster Dept. at 6.875c cake. For same place, quantity washing powder to Gold Dust Corp. at 2.85c lb. and quantity to Armour & Co. at 11.75c lb. Also quantity shoe polish to Barton Mfg. Co. at 65c, and tooth paste to Colgate & Co. at 15.8c tube and talcum powder to same at 13.9c can; to Be Vier & Co. quantity Squibb's tooth paste at 23.9c; white floating soap to Procter & Gamble Distributing Co. at 4.25c cake; and household ammonia to Dreyer Trading Co. at 13c.

Collins Co., San Antonio, Tex. awarded contract for 6,240 cans concentrated lye at 5.8c can for Fort Sam Houston Quartermaster Dept. For same place, Factory & Yard Supply Co. awarded 2,860 cakes stove polish at 4.5c cake.

Awards for Brooklyn, N. Y. Quartermaster Dept., Cir. 31 as follows: Colgate & Co. quantity toilet soap at 14.8c; Austin Nichols & Co. quantity castile soap at 6c and also glycerin soap at 6.11c; Dreyer Trading Co. quantity Life Buoy soap at 6.08c; Austin, Nichols & Co. quantity oatmeal soap at 7.69c; Swift & Co. quantity Wool soap at 4.1c; Colgate & Co. quantity their shaving cream at 20c; Dreyer Trading Co. quantity Palmolive shaving cream at 22c; Colgate & Co. quantity their shaving sticks at 3.3c; Austin Nichols & Co. quantity Williams' Yankee shaving sticks at 7.87c; Colgate & Co. quantity shaving powder at 20c; Colgate & Co. quantity their talcum powder at 13.9c; Austin, Nichols & Co. quantity Mennen's talcum powder at 15.43c.

James Good, Inc. awarded contract for 200 kegs green soap for the Veterans' Bureau, Washington, at $390.

Republic Creosoting Co. awarded contract quantity creosote oil for Rock Island Engineering Dept. at $433.50.

RECORD OF TRADE-MARKS

The following trademarks were published in the October issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of Sept. 20, 1905 as amended March 2, 1907. Notice of opposition must be filed within thirty days of opposition. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

Trade-Marks Filed

Vincoform—This in black letters describing disinfectant and deodorizer. Filed by Zophar Mills, Inc., Brooklyn, N. Y., July 28, 1927. Claims use since November 1926.

Brillo—This on a picture of the open wrapper describing soaps. Filed by Brillo Mfg. Co., Brooklyn, N. Y., July 23, 1927. Claims use since August 15, 1924.

Picture of an open carton with no writing describing soaps in liquid, cake, stick, cream and powdered form. Filed by Gilmont Products Corp., New York, N. Y., Aug. 5, 1927. Claims use since May 9, 1927.

Neutrodor—This in black letters describing deodorants and disinfectants. Filed by U. S. Sanitary Specialties Corp., Chicago, Ill., Aug. 11, 1927. Claims use since June 3, 1924.

Pyntree—This in black letters describing disinfectant, germicide and deodorant. Filed by U. S. Sanitary Specialties Corp., Chicago, Ill., Aug. 11, 1927. Claims use since Feb. 20, 1925.

Hi-Ko—This in black letters describing disinfectant. Filed by Hillyard Chem. Co., St. Joseph, Mo., Aug. 12, 1927. Claims use since May 26, 1927.

Kilzall—This in black letters describing insecticide. Filed by Independent Coal Tar Co., Boston, Mass., Aug. 15, 1927. Claims use since July 26, 1927.

Volunteer—This in black letters on a fancy background describing soap and soap powders. Filed by L. A. Frye & Son, Brush Creek, Tenn., July 16, 1927. Claims use since April 1, 1927.

Picture of an Elephant above which is written the words "Stamps Out Disease" describing insecticide, disinfectant, germicide, etc. Filed by Tampa Veterinary Lab., Tampa, Fla., June 17, 1926. Claims use since 1912.

Kil-Ol—This in black letters describing insecticide. Filed by Dayton-Kil-Ol Co., Dayton, Ohio, July 20, 1927. Claims use since February 1926.

Odora—This in black letters in the form of a cross describing deodorants. Filed by Odora Co., New York, N. Y., Aug. 17, 1927. Claims use since August 1, 1927.

Super-Ol—This in black letters describing insecticide and wood preservative. Filed by Superior Products Co., Dallas, Tex., Aug. 17, 1927. Claims use since June 21, 1927.

Doloise—This on the picture of the wrapper describing shaving soap. Filed by Ill-Mo Supply Co., St. Louis, Mo. Sept. 30, 1925. Claims use since April 20, 1925.

Big Bath—This on the picture of the wrapper describing soaps. Filed by Colgate & Co., Jersey City, N. J., April 21, 1927. Claims use since December 1911.

Thorokleen—This in black letters describing tooth powder, tooth paste, mouth wash and spray, shampoo, deodorizers, disinfectants, germicides and moth and insect destroyers. Filed by General Sales Co., Brooklyn, N. Y., May 25, 1927. Claims use since May 11, 1927.

Sal-O-Rex—This on a black back-ground describing dentifrices, deodorants and astringents. Filed by Salorex Corp., Detroit, Mich., Aug. 29, 1927. Claims use since July 1, 1926.

Shave-Joy—This in black letters describing shave cream. Filed by Beau-Art Labs., Chicago, Ill., July 30, 1927. Claims use since Oct. 15, 1926.

Lanco—This in black letters describing soaps. Filed by Lanco Soap Co., Detroit, Mich., Aug. 10, 1927. Claims use since June 1, 1927.

Phorex—This in black letters describing a general cleaning or washing compound. Filed by U. S. Sanitary Specialties Corp., Chicago, Ill., Aug. 11, 1927. Claims use since Jan. 6, 1927.

"Valencia" Castile Soap—This written across an emblem describing castile soap.

Filed by Joseph Victory & Co., New York, N. Y., Aug. 12, 1927. Claims use since December 1926.

Nok-Off—This in black letters describing soap. Filed by Frank E. Longtin, Los Angeles, Calif., Aug. 24, 1927. Claims use since Aug. 5, 1927.

Skin-Health—This in black letters describing soap. Filed by Alfred J. Krank, St. Paul, Minn., June 29, 1927. Claim use since May 7, 1924.

Kemiko—This in black letters describing disinfectants, deodorants, etc. Filed by Kemiko Mfg. Co., Newark, N. J., July 6, 1927. Claims use since Aug. 10, 1920.

Sana-Tone—This in black letters describing disinfectant. Filed by Sana-Tone Products Co., Perry, Iowa, Aug. 10, 1927. Claims use since Mar. 1, 1927.

Bee Brand—This in black letters over a picture of an insect in a triangle describing liquid insecticide. Filed by McCormick & Co., Inc., Baltimore, Md., Aug. 25, 1927. Claims use since January 1924.

Stockaid—This in black letters in a triangle describing fly repellant. Filed by California Rex Spray Co., Benicia, Calif., Sept. 3, 1927. Claims use since Nov. 27, 1925.

Trade-Marks Granted

232,706—Deodorizer and Moth Repellent. Puritan Chemical Company, Atlanta, Ga. Filed May 26, 1927. Serial No. 249,604. Published July 5, 1927. Class 6.

232,713—Shampoo. Alfred J. Frank, St. Paul, Minn. Filed February 23, 1924. Serial No. 192,704. Published April 28, 1925. Class 6.

232,767—Crystals for killing flies, moths, roaches, bedbugs, ants, and mosquitoes. Charles A. Beutell, doing business as Service Laboratories, Omaha, Nebr. Filed June 1, 1927. Serial No. 249,883. Published July 5, 1927. Class 6.

232,833—Soap. G. H. Hammond Company, Chicago, Ill. Filed May 14, 1927. Serial No. 249,005. Published July 12, 1927. Class 4.

232,897—Soap. The Palmolive-Peet Company, Chicago, Ill. Filed April 9, 1927. Serial No. 247,206. Published July 12, 1927. Class 4.

232,915—Soap. Swift and Company, Chicago, Ill. Filed May 19, 1927. Serial No. 249,244. Published July 5, 1927. Class 4.

232,925—Soap for shaving. Colgate & Co., Jersey City, N. J. Filed April 21, 1927. Serial No. 247,779. Published July 12, 1927. Class 4.

232,941—Cleaning preparation of soap and other ingredients. The Midland Chemical Laboratories, Inc., Dubuque, Iowa. Filed May 28, 1927. Serial No. 249,740. Published July 12, 1927. Class 4.

232,942—Washing Powder. Poland Soap Works, Anniston, Ala. Filed May 28, 1927. Serial No. 249,748. Published July 5, 1927. Class 4.

232,953—Insecticide. Walter J. Mendralski, during business as Insect Tox Co., Chicago, Ill. Filed May 18, 1927. Serial No. 249,185. Published July 5, 1927. Class 6.

233,056—Insecticides. The Texas Company, Houston, Tex., and New York, N. Y. Filed June 1, 1927. Serial No. 249,875. Published July 12, 1927. Class 6.

233,088—Washing Flakes. Blu-Lac, Incorporated, San Francisco, Calif. Filed February 7, 1927. Serial No. 243,922. Published July 12, 1927. Class 4.

233,111—Soap. U. S. Sanitary Specialties Corporation, Chicago, Ill. Filed April 19, 1926. Serial No. 230,427. Published July 12, 1927. Class 4.

233,163—Insecticide. Western Laboratories, Inc., Phoenix, Ariz. Filed May 14, 1927. Serial No. 249,029. Published July 19, 1927. Class 6.

233,413—Liquid disinfectant, cleanser, deodorant, and bleach. Safety Fumigant Company, Boston, Mass. Filed June 6, 1927. Serial No. 250,098. Published July 19, 1927. Class 6.

233,590—Tooth Paste, Liquid Disinfectant. Marie K. Wolverton, doing business as Riddo-Girms Chemical Company, Detroit, Mich. Filed October 19, 1926. Serial No. 238,883. Published July 26, 1927.

233,658—Dentifrices. Ralph B. Waite, doing business as The Antidolor Mfg. Co., Springville, N. Y. Filed June 6, 1927. Serial No. 250,109. Published July 26, 1927.

233,663—Dentifrice. Foamadent Co., New York, N. Y. Filed June 9, 1927. Serial No. 250,234. Published July 26, 1927. Class 6.

234,000—Soap Flakes. Colgate & Company, Jersey City, N. J. Filed June 4, 1927. Serial No. 250,013. Published July 26, 1927.

234,001—Soap Flakes. Colgate & Company, Jersey City, N. J. Filed June 4, 1927. Serial No. 250,012. Published July 19, 1927.

234,002—Soap. Colgate & Company, Jersey City, N. J. and New York, N. Y. Filed June 4, 1927. Serial No. 250,011. Published July 19, 1927.

(*Continued on Page 73*)

Market Report on

ESSENTIAL OILS AND AROMATICS

(*As of November 7, 1927.*)

NEW YORK.—There was a general increase in demand for essential oils reported during the closing days of October and early November. More frequent inquiry and demand for better quantities was noted. Buyers who had been out of the market for some time previously, showed a disposition to take on supplies at market prices. The better demand had the effect of strengthening the market as a whole, but actual upward price movements were few and were equally balanced by declines.

Oil Anise

Spot stocks of oil are still offered without change at 57c to 60c lb. for U. S. P. with technical oil a cent or two cheaper. Competition and plentiful supplies held the position fairly easy.

Oil Bergamot

The demand for bergamot has expanded materially. Coincidentally, there has been an advance in shipment prices from Sicily. This latter may have accounted for better buying, but has not shown any effect on spot prices. Standard brands are still held at $5.25 up to $5.75 lb. as to seller and brand.

Oil Cananga

Over the month, lower prices developed in native oil, but at the same time, the market stiffened at the lower figure and attempts to buy at shaded levels met with a new resistance. Closed at $3.50 lb. spot for native and $4.50 for rectified.

Oil Cassia

During the period, the price of cassia dropped off 5c lb. and closed the period at $1.75 to $1.90 lb. spot for U. S. P. oil. Competition has been active where business has been avail-

able. Position in primary market rather weak. Technical 80-85 oil spot at $1.60 lb.

OIL CITRONELLA

Demand for both Ceylon and Java citronella oils has been better during the period, but offerings have also been plentiful and no change in quotations has been noted. Spot Java oil in drums ranged from 42c lb. to 45c as to seller with Ceylon at 33c to 36c lb. drums.

OIL CLOVES

Further weakening in the spice position during the period brought another drop in the price of clove oil. Producers dropped prices to $1.30 lb. inside ranging upward for smaller lots.

OIL LAVENDER

Competition in lavender has been noticeable both abroad and here with some recession in prices in certain quarters. Larger quantities are reported offered from abroad. Spot prices show a wide variation. Inside for some grades is $3.25 lb. Sellers at $4.25 and $4.50 have shown no disposition to shade.

OIL PEPPERMINT

Country producers and holders have succeeded in forcing the price of the oil up sharply during the month. Weak sellers have been strengthened, and holding back oil has had the desired result. Prices went up to $3.30 to $3.40 for natural and $3.50 to $3.75 for redistilled, a jump of 40c. Country stocks are reported still very large. Spearmint has jumped up to $4.50 inside on spot.

Dr. Albert Verley, head of Etablissements Albert Verley, Ile St. Denis, France, arrived in the United States early this month. He is making his headquarters with Albert Verley, Inc., Chicago, of which David A. Bennett is president.

Felton Chemical Co., Brooklyn, is building a new factory at the corner of Johnson & Flushing avenues. The new plant, which will be ready for occupancy early next year, will be two stories, of brick fireproof construction and will just about triple the present floor space.

Pierre Lemoine, Inc., New York perfuming material house, has moved its Chicago office to 510 N. Dearborn St. H. C. Bartold is manager.

Julius Koehler, formerly secretary of Fritzsche Bros., New York, died suddenly on Nov. 9 at his home in Brooklyn, N. Y. He was 61 years old and had been with Fritzsche Bros. since 1887. He retired two years ago.

Market Report on

SOAP AND DISINFECTANT CHEMICALS

(*As of November 7, 1927.*)

NEW YORK.—Mixed advices are noted in the markets for chemicals, rosins, and other raw materials at the close. Rosin quotations lost additional ground during the month and stocks are reported larger. The decline in glycerin continued, but was expected to have reached bottom. A stronger position in all coal-tar products was indicated on lessened steel mill activity, this affecting tar acid oils, cresylic acid, naphthalene, and solvents. A reduction in caustic potash was recorded during the month and reports of offers of 1928 caustic soda contracts were heard.

ALKALIES

Reports have it that contracts for caustic soda for 1928 have been offered to certain large consumers at 10c per hundred under present prices of $3.00. Apparently consumers are in no hurry to sign up for 1928 even at the lower figure. At the same time, demand for both contract and export alkalies continues at the highest levels in the history of the industry and surplus stocks are reported negligible. There will probably be no change in ash prices in 1928.

ROSINS

A continuation of good weather in the South has facilitated the movement of rosins to the seaboard with consequent enlargement of stocks. At the same time, downward price trends have made buyers unwilling to take on stocks ahead to any extent and this has brought further weakness and loss in prices. After the sharp losses of October, there have been drops averaging 50c bbl. in rosins this month. At the close, B was $8.50 spot N. Y.; K, $8.75; N, $9.15; WG, $10.50; WW, $12.00. Wood rosin was lower in sympathy at $6.15 works cars.

GLYCERIN

Although the anti-freeze demand has thus far been fairly active, the total demand for glycerin has not been as large as usual. Further decline in prices has been noted during the month, but several authorities agree that prices have reached bottom of the movement irrespective of demand or stocks. Lower prices have been laid at the loor of certain weak sellers who were worried over their surplus stocks. At the close dynamite was named at 17c, C. P. at 22c, lye 80% at 11c and saponification 88% at 12½c. Arrival of colder weather is expected to stimulate marked activity in anti-freeze demand.

COAL-TAR PRODUCTS

All coal-tar products showed a marked firmness at the close due to reported lessened activity in some steel operations and consequent output of crude materials. Cresylic acid was very firm at 73c to 75c gal. for pale and 71c to 73c for dark. Tar acid oil supplies are reduced with prices strong at 26c ranging to 30c as to grade and seller. The duty on phenol has been cut 50%, but like the cut on cresylic acid, means absolutely nothing in the market here. Prices are unchanged. Naphthalene is very strong and talk is for higher contract prices in 1928. Spot 5½c flake.

CAUSTIC POTASH

The American producer of caustic potash reduced prices to 7⅛c lb. basis late in October and was followed in the decline by importers. This brings the price back to where it was some months ago. The reason for the cut is not known as the position was firm at the 7½c level.

MISCELLANEOUS PRODUCTS

Seasonal demand for pyrethrum powder for 1928 is active with prices firm at 27c to 30c lb. as to seller. Formaldehyde continues dull at 9c lb. in barrels. Soda fluoride in good demand at 9c to 9½c lb. spot.

Consolidated Products Co., 15 Park Row, New York, has issued a folder listing considerable equipment, of interest to soap and disinfectant manufacturers, in warehouse stock. This includes mixers, kettles, filter presses, evaporators, and special soap machinery. The folder was prepared to fill in until a complete catalog, now in work, can be issued.

Norman Spear Lawrence, president of the Swenson Evaporator Co. and vice-president and sales director of the Whiting Corp., both of Harvey, Ill., died Oct. 26, following a short illness. Pneumonia caused his death. Mr. Lawrence was forty-five years old.

Market Report on

TALLOW, GREASES AND OILS

(*Written October 9, 1927*)

NEW YORK—The trade again reports a good consuming interest in vegetable oils, fats, etc., with prices firmer in most directions. Tallow, palm oil, coconut oil and palm kernel oil are higher. Cottonseed oil and olive oil foots have shown the only losses among the important soap raw materials. Buyers have continued the activities started early this Fall and are apparently making up in good measure for the Summer's dullness. Stocks are not accumulating, but, at the same time, there is not anything approaching a material shortage in any direction.

Cottonseed Oil

Bearish weekly crop and weather reports, coupled with mounting stocks and slackening consuming and speculative interest, forced prices down on both crude and P. S. Y. oil. Crude last sold at 9¼c, with P. S. Y. inside at from 10½ to 10¾c spot.

Tallow

Not much material is pressing on the market and this fact, coupled with generally good business during the past month, has kept tallow on the upgrade. Last sales of extra were at 9c f.o.b. works. Fancy sold at 9⅜c. There has been exceptionally good demand for higher grades, but less interest in lower qualities has kept the market from going any higher.

Coconut Oil

With a few important cargoes of copra lost at sea and others delayed materially, prices for coconut oil, at the Coast, have advanced. Tanks are now named at 8¾c. New York tanks are offered at 8⅞c. Trading has been quiet.

Palm Oil

Consumers are buying in larger quantities and this market has been strengthened accordingly. Lagos futures are inside at 7.95c, with Niger futures at 7.15c. On spot, Niger is

bringing from 7¼c to 7½c. Spot Lagos oil is selling between 8c and 8¼c.

OLIVE OIL FOOTS

Supplies are better and offerings have been freer, during the past month, resulting in a general lowering of prices. The market is somewhat weak at 9¾c spot, 9¼c for arrival between now and the end of the year and 8¾c for early 1928 delivery.

OLIVE OIL

While spot commercial oil is not any lower than at this time last month, from $1.60 to $1.65 a gallon, new crop shipment goods are selling considerably lower. Offerings at $1.30 have been made.

PALM KERNEL OIL

As other competing oils and fats are generally higher, palm kernel oil has had more opportunity to crowd into the market. More sales have been made, but the item is still far from active. Holders are quoting 8.90c on casks and 9¼c on packages, for both spot and future delivery.

STEARIC ACID AND RED OIL

No price changes have occurred, but the market is strong on firm and rising raw material costs. Double pressed carlot acid is at 11¾c inside, triple pressed goods are up to 13¾c for carlots, tank cars of distilled oil are at 9c and cars of saponified are now selling at 9¼c. A differential of from ¾c to 1¼c is maintained for barrels of red oil, with less than carlots of stearic acid up to one cent over the carlot figure.

Edward Bibby, Percy Bibby and Robert Killip, directors of J. Bibby & Sons, Ltd. Liverpool, seed crushers, arrived in New York November 7. They will be in this country until the latter part of this month. African & Eastern Trading Co., New York palm and palm kernel oil factors, represent the Bibby concern in the United States.

Oil Trades Association of New York held its semi-annual business meeting November 9 at the Waldorf-Astoria Hotel. The organization is now in its eleventh year and is in finer shape than ever before. A report at the meeting showed that 26 new members had been taken in during the year, bringing the total membership to 222. A dinner, attended by close to 150 members and guests, preceded the short business session. Entertainment followed the dinner and after the meeting cards and other games of chance were freely indulged in.

CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P., drums	lb.	.13	.14
Acid, Boric, bbls.	lb.	.09	.10
Cresylic, 95%, dk., drums	gal.	.71	.73
97-99%, pile, drums	gal.	.73	.75
Formic, 85%, tech.	lb.	.11	.12
Oxalic, bbls.	lb.	.11	.12
Salicylic, tech.	lb.	.28	.30
Sulfurous, 6% cbys.	lb.	.06	.07
Adeps Lanae, hydrous, bbls.	lb.	.16	.20
Anhydrous, bbls.	lb.	.17	.20
Alcohol, Ethyl, U. S. P., bbls.	gal.	3.90	4.00
Complete Denat., No. 5, drums ext.	gal.	.46	.48
Ammonia Water, 26 deg., drums wks.	lb.	.03	.04
18 deg., drums wks.	lb.	.02½	.03
Ammonium Carbonate, tech., bbls.	lb.	.10½	.13
Bay Rum, Porto Rico, denat., bbls.	gal.	.80	.90
St. Thomas, bbls.	gal.	.80	.90
Domestic, bbls.	lb.	.60	.70
Benzaldehyde, U. S. P.	lb.	1.20	1.40
Technical	lb.	.68	.72
Bleaching, Powder, drums	100 lb.	2.40	3.00
Borax, pd., cryst., bbls., kgs.	lb.	.04½	.05
Carbon Bisulphide, drums	lb.	.06	.07
Carbon Tetrachloride	lb.	.07	.08
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	20.00	40.00
Cresol, U. S. P., carbys.	lb.	.18	.20
Creosote, U. S. P., carbys.	lb.	.42	.45
Creosote Oil, drums	gal.	.14	.17
Formaldehyde, bbls.	gal.	.09	.10
Fullers Earth, bags	ton	25.00	35.00
Glycerin, C. P. drums	lb.	.22	.23
Dynamite, drums	lb.	.17	.18
Saponification, tanks	lb.	.12½	.13
Soap, Lye, tanks	lb.	.11	.11¼
Hexalin, drums	gal.	4.75	5.00
Iodine, resubl. jars	lb.	4.65	4.90
Iodoform, bottles	lb.	6.00	6.50
Kieselguhr, bags	ton	65.00	75.00
Lanolin, see Adeps Lanae.			
Lead Acetate (Sugar Lead), white	lb.	.15	.16
Lime, live, bbls.	100 lb.	1.10	1.20
Menthol cases	lb.	4.10	4.25
Synthetic	lb.	3.25	3.50
Mercury Bichloride, kegs	lb.	1.20	1.30
Naphthalene, ref. flakes, bbls.	lb.	.05½	.06
Nitrobenzene (Myrbane) drums	lb.	.09	.12
Paraffin, cases, slabs	lb.	.06	.07
Paradichlorobenzene, bbls.	lb.	.18	.20
Paraformaldehyde, cases	lb.	.50	.60
Petrolatum, bbls. (as to color)	lb.	.04	.09
Phenol, (Carbolic Acid), drums	lb.	.18	.20
Pine Oil, bbls.	gal.	.72	.73
Potash, Caustic, drums	lb.	.07⅛	.07½
Potassium Bichromate, casks	lb.	.09	.09½
Pumice Stone, powd.	100 lb.	2.00	3.00
Rosins (600 lb. bbls. gross for net)—			
Grade B to H, basis 280 bbl.	bbl.	8.50	8.65
Grade K to N	bbl.	8.75	9.15
Grade WG and WW	bbl.	10.50	12.00
Wood, works	bbl.	—	6.15
Rotten Stone, powd., bbls.	lb.	.02½	.05
Silica, Ref., floated	ton	20.00	30.00
Soda Ash, Contract, wks., bags	100 lb.	1.38	1.50
Five bbls., up, local	100 lb.	2.29	2.50

Soda Caustic, Contract, wks. sld...	100 lb.	3.00	3.20
Five drums up, solid, local.....	100 lb.	3.76	3.90
Five drums up, grnd. flk.....	100 lb.	4.41	4.65
Soda Sal, bbls.	100 lb.	1.30	1.50
Soda, Sesquicarbonate, bbls.	100 lb.	3.00	3.75
Sodium Chloride (Salt)	ton	13.00	20.00
Sodium Fluoride, bbls.	lb.	.09	.10
Sodium Hydrosulphite, bbls.	lb.	.24	.28
Sodium Phosphate, bbls. ..... (Trisodium phosphate)	lb.	.04	.05
Sodium Silicate, 40 deg., drums....	100 lb.	.80	1.25
Drums, 60 deg., wks.	100 lb.	1.70	2.00
In tanks, 10c less per hundred works.			
Tar Acid Oils, 15-25%	gal.	.26	.30
Zinc Stearate, bbls.	lb.	.19	.21

Oils—Fats—Greases

Castor, No. 1, bbls.	lb.	.13¾	.14¼
No. 3, bbls.	lb.	.12¾	.13¾
Blown, bbls.	lb.	—	.16¾
Coconut, tanks, N. Y.	lb.	—	.08⅞
Tanks, Coast	lb.	—	.08¾
Fatty acids, mill, tanks	lb.	—	.07¼
Cod, Newfoundland, bbls.	gal.	.63	.65
Tanks, N. Y.	gal.	.61	.63
Copra, bags, Coast	lb.	.05¼	.05¾
Corn, ref., bbls., N. Y.	lb.	—	.12½
Crude, tank, mills	lb.	—	.09¼
Bbls., N. Y.	lb.	—	.12
Cottonseed, crude, tanks mill	lb.	—	.09¼
PSY., bbls., N. Y.	lb.	.10½	.10⅝
Fatty Acids, mill, tanks	lb.	—	.08¾
Degras, Amer., bbls., N. Y.	lb.	.04½	.06
English, light, bbls., N. Y.	lb.	.05¼	.05¾
Brown, bbls., N. Y.	lb.	.04¾	.05¼
Light brown, bbls., N. Y.	lb.	.04¼	.04½
Dark, bbls., N. Y.	lb.	.03¾	.04
Neutral, bbls., N. Y.	lb.	—	.07¾
Greases, choice white, bbls., N. Y.....	lb.	.08⅛	.10¼
Yellow	lb.	—	.07¾
Brown	lb.	—	.07
House	lb.	—	.07¾
Bone Naptha	lb.	—	.07
Lard, prime steam, tierces	lb.	—	.12¾
Compound tierces	lb.	—	.13¼
Lard Oil, edible prime	lb.	—	.16¾
Off prime, bbls.	lb.	—	.14¾
Extra, bbls.	lb.	—	.13½
Extra, No. 1, bbls.	lb.	—	.11½
No. 2, bbls.	lb.	—	.11
Linseed, raw, bbls., spot	lb.	.09⅞	.10⅞
Tanks, raw	lb.	—	.08⅞
Boiled, 5 bbl. lots	lb.	—	.10¾
Menhaden, Crude, tanks, Balt.	gal.	—	.44
Light pressed, bbls.	lb.	—	.60
Yellow, bleached, bbls.	gal.	—	.63
Extra bleached, bbls.	gal.	—	.65
Oleo Oil, No. 1, bbls., N. Y.	lb.	—	.18½
No. 2, bbls., N. Y.	lb.	—	.17
No. 3, bbls., N. Y.	lb.	—	.14½
Olive, denatured, bbls., N. Y.	gal.	—	1.60
Edible, bbls., N. Y.	gal.	2.50	2.75
Foots, bbls., N. Y.	lb.	—	.09¾
Shipments	lb.	.08¾	.09¼
Palm, Lagos, casks spot	lb.	.08	.08¼
Shipments	lb.	—	.07⅞
Niger, casks, spot		.07¼	.07½
Shipments	lb.	—	.07⅛
Palm Kernel, drums	lb.	—	.09½
Tanks	lb.	—	.08⅞
Peanut, refined, bbls., N. Y.	lb.	.14½	.16
Crude, bbls., N. Y.	lb.	—	.13
Red Oil, distilled, bbls.	lb.	—	.09¾
Saponified, bbls.	lb.	.10	.10½
Tanks	lb.	—	.09¼
Soya Bean, crude tks., Pacific Coast...	lb.	—	.09⅝
Crude, bbls., N. Y.	lb.	—	.12
Refined, bbls., N. Y.	lb.	.13	.13½
Stearic Acid			
Double Pressed	lb.	.11¾	.12¾
Triple pressed, bgs.	lb.	.13¾	.14¾
Stearine oleo, bbls.	lb.	—	.13¼
Tallow, fancy	lb.	—	.09⅜
City, extra loose, f.o.b. plant	lb.	—	.09
Tallow oils, acidless, tanks, N. Y.	lb.	—	.12
Bbls., c/l, N. Y.	lb.	—	.12¼
Whale, nat. winter, bbls., N. Y.	lb.	—	.78
Blchd., winter, bbls., N. Y	gal.	—	.80
Extra blchd., bbls., N. Y.	gal.	—	.82

Essential Oils

Almond, Bitter, U. S. P.	lb.	2.75	3.25
Bitter, F. F. P. A.	lb.	3.00	3.75
Sweet, cans	lb.	.80	.85
Apricot, Kernel, cans	lb.	.60	.62
Anise, Tech., cans	lb.	.56	.58
U. S. P., cans	lb.	.57	.60
Bay, tins	lb.	1.75	1.90
Bergamot, coppers	lb.	5.25	5.75
Artificial, cans	lb.	2.50	3.50
Birch Tar, rect., bot.	lb.	.55	.60
Crude, tins	lb.	.18	.20
Boise de Rose, tins	lb.	2.10	2.40
Cade, cans	lb.	.27	.29
Cajuput, native, tins	lb.	.75	.80
Calamus, bot.	lb.	3.75	4.00
Camphor, Sassy, drums	lb.	.15½	.16
White, drums	lb.	.11½	.12
Cananga, native, tins	lb.	—	3.50
Rectified, tins	lb.	—	4.50
Caraway Seed	lb.	1.60	1.65
Cassia, 80-85%	lb.	1.40	1.50
Redistilled, U. S. P., cans	lb.	1.75	1.85
Cedar Leaf, tins	lb.	1.00	1.20
Cedar Wood, light, drums	lb.	.30	.32
Citronella, Ceylon, drums	lb.	.33	.35
Java, drums	lb.	.43	.46
Cloves, U. S. P., cans	lb.	1.30	1.40
Copaiba	lb.	1.00	1.05
Eucalyptus, Austl., U. S. P., cans	lb.	.58	.60
Fennel, U. S. P., tins	lb.	.80	.90
Geranium, African, cans	lb.	3.00	3.25
Bourbon, tins	lb.	3.00	3.25
Hemlock, tins	lb.	.90	1.00
Lavender, U. S. P., tins	lb.	3.25	4.50
Spike, Spanish, cans	lb.	.90	1.25
Lemon, Ital., U. S. P.	lb.	2.20	2.50
Lemongrass, native, cans	lb.	.90	1.00
Linaloe, Mex., cases	lb.	2.00	2.10
Neroli, Bigarde, ½ & 1 lb. bot.	lb.	75.00	100.00
Petale, 1 lb. bot.	lb.	100.00	125.00
Artificial, 1 lb. bot.	lb.	10.00	20.00
Nutmeg, U. S. P., tins	lb.	1.65	1.70
Orange, bitter, tins	lb.	2.70	2.90
Sweet, W. Ind., tins	lb.	2.55	2.75
Italian, cop.	lb.	2.85	3.25
Distilled	lb.	2.10	2.25
Origanum, cans tech.	lb.	.25	.28
Patchouli	lb.	8.00	9.00
Pennyroyal, dom.	lb.	1.90	2.00
Imported	lb.	1.45	1.60
Peppermint, nat. cases	lb.	3.30	3.50
Redis., U. S. P., cases	lb.	3.50	3.75
Petit Grain, S. A., tins	lb.	1.60	1.70
Pinus Sylvestris	lb.	.85	1.25
Pumilio, U. S. P.	lb.	2.25	2.50
Rose, French	oz.	9.00	9.50
Bulgarian	oz.	9.50	11.00
Artificial	oz.	2.00	2.75
Rosemary, U. S. P., drums	lb.	.48	.55
Tech., lb. tins	lb.	.33	.36
Sandalwood, E. Ind., U. S. P.	lb.	7.00	7.25
W. Indian (Amayris)	lb.	2.00	2.25
Sassafras, U. S. P.	lb.	.80	1.00
Artificial	lb.	.27	.28
Spearmint, U. S. P.	lb.	4.25	4.50
Spruce	lb.	.90	1.00
Thyme, red, U. S. P.	lb.	.70	.80
White, U. S. P.	lb.	.90	.95
Tech.	lb.	.60	.70
Vetivert, Bourbon	lb.	9.00	12.00
Java	lb.	20.00	22.00
Ylang Ylang, Bourbon	lb.	7.00	10.00

Aromatic Chemicals

ISOLATES

Anethol	lb.	1.10	1.25
Citral	lb.	2.75	3.00
Citronellal	lb.	2.75	3.00
Eucalyptol, U. S. P.	lb.	.90	.95
Eugenol, U. S. P.		2.75	3.00
Geraniol, Domestic	lb.	2.25	3.50
Imported	lb.	2.50	3.75
Iso-Eugenol	lb.	3.75	3.90
Linalool	lb.	4.00	5.00
Rhodinol	lb.	10.00	15.00
Safrol	lb.	.29	.31
Thymol, U. S. P.	lb.	2.70	2.50

SYNTHETICS

Acetophenone, C. P.	lb.	3.00	3.75
Benzaldehyde, tech.	lb.	.70	.75
Benzyl Acetate	lb.	1.35	1.50
Alcohol	lb.	1.25	1.50
Benzoate	lb.	1.10	1.25
Citronellol	lb.	4.50	6.00
Citronellyl Acetate	lb.	13.00	14.00
Coumarin	lb.	3.60	3.75
Diphenyl oxide	lb.	.90	1.00
Geranyl Acetate	lb.	4.50	5.00
Heliotropin, dom.	lb.	1.75	2.00
Hydroxycitronellal	lb.	10.00	11.00
Indol, CP	oz.	6.00	6.50
Ionone	lb.	6.00	9.00
Linalyl Acetate	lb.	3.50	7.50
Menthol	lb.	3.75	4.00
Methyl Acetophenone	lb.	3.75	4.25
Anthranilate	lb.	2.50	3.25
Paracresol	lb.	8.00	9.00
Salicylate, U. S. P.	lb.	.40	.45
Mirbane, rect.	lb.	.11	.15
Musk Ambrette	lb.	6.50	7.00
Ketone	lb.	7.00	10.00
Xylene	lb.	2.50	2.75
Phenylacetaldehyde	lb.	5.00	8.00
Phenylacetic Acid, 1 lb. bot.	lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot.	lb.	5.00	6.50
Terpinyl Acetate, 25 lb. cans	lb.	1.00	1.25
Terpeneol, CP, 1.000 lb. drs.	lb.	.34	.36
Cans	lb.	.36	.38
Vanillin, U. S. P.	lb.	7.50	8.00
Yara Yara	lb.	1.50	2.50

Miscellaneous

Insect Powder, bbls.	lb.	.27	.30
Concentrated Extract	gal.	2.00	2.10
Gums—			
Arabic, Amb. Sts.	lb.	.10½	.12
White, powdered	lb.	.19	.20
Karaya	lb.	.10	.15
Tragacanth, Aleppo, No. 1	lb.	1.55	1.65
Sorts	lb.	.50	.60
Turkish, No. 1	lb.	1.20	1.30
Waxes—			
Bayberry, bgs.	lb.	.22	.24
Bees, white	lb.	.56	.58
African, bgs.	lb.	.37	.39
Refined, yel.	lb.	.42	.44
Candelilla, bgs.	lb.	.28	.30
Carnauba, No. 1	lb.	.55	.58
No. 2, Yel.	lb.	.50	.52
No. 3, Chalky	lb.	.31	.32
Japan, cases	lb.	.18	.20
Paraffin, ref. 125-130	lb.	.04½	.05½
Pine Oil, stm. dist.	gal.	.72	.75
Tar Oil, bbls. dist	gal.	.50	.55
Commercial grade	gal.	.32	.40

Opportunities for Export Trade

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of the Foreign Trade Opportunity in writing.

26,561	Soaps	Ceylon
26,497	Toilet goods	Colombia
26,388	Soaps, cleansers	England
26,925	Toilet soaps	Brazil
27,162	Tooth pastes	Egypt
27,096	Toilet goods	Brazil
27,156	Soaps	San Salvador
26,436	Laundry soaps	Porto Rico
26,441	Toilet soaps	Sweden
26,657	Toilet soaps	Egypt
26,779	Soaps and shaving soaps	Germany
26,692	Soap chemicals	Venezuela

George G. Rodgers Co., Springfield, Ohio, manufacturers of equipment for filling tubes, jars and powder packages, recently reorganized by A. D. Hosterman, announces the appointment of New York and Chicago representatives. Sewell Corkran, 30 E. 42nd St., will handle the New York business and Cooper & Shuesler, 80 E. Jackson Blvd., are the new Chicago agents.

Rosin standards, for red grades, were discussed before the Food, Drug and Insecticide Administration, at Washington, early this month. Only rosin producers were present at the hearing.

Alcohol soaps are being found useful as skin germicides and disinfectants, it having been shown that they have a definite germicidal action on human skin.—*Zeit. Angew. Chem.*, 40, pg. 771, 1927.

A new whaling company has been organized at Los Angeles, Cal., the Los Angeles Whaling Co., incorporated for $300,000. The company's boats will operate off Southern California.

Young Housewife: Are you sure this soap you are selling will really take out the dirt?

Agent: Will it? Say, lady, yesterday I rubbed some of it on a copy of Scandalous Stories and when I got through I had the Sunday School Gazette!—*Soap Suds.*

Trade Marks Granted

(From Page 49)

234,060—Soaps and Polishes. Mark W. Allen & Co., Detroit, Mich. Filed June 2, 1927. Serial No. 249,882. Published July 26, 1927.

234,093—Insect Exterminator. Louis M. Trivisone, doing business as Independent Oil & Chemical Company, Port Richmond, N. Y. Filed April 27, 1927. Serial No. 248,067. Published August 9, 1927.

234,152—Powdered Hand Soap. Minnie A. Hanson, doing business as Kleenslick Mfg. Co., St. Paul, Minn. Filed April 18, 1927. Serial No. 247,614. Published July 26, 1927.

234,157—Soap Flakes. James H. Berry, Bakersfield, Calif. Filed April 9, 1927. Serial No. 247,162. Published July 26, 1927.

234,176—Soap. Buck and Rayner, doing business as the Century Products Co., Chicago, Ill. Filed January 27, 1927. Serial No. 243,413. Published July 26, 1927.

234,191—Soap. Wm. Waltke & Co., St. Louis, Mo. Filed October 23, 1926. Serial No. 239,156. Published July 19, 1927.

234,222—Washing Powder. The Procter & Gamble Company, Cincinnati, Ohio. Filed May 10, 1927. Serial No. 248,792. Published July 19, 1927.

234,238—Soap Pastes. Rico Laboratories, Denver, Colo. Filed May 16, 1927. Serial No. 249,096. Published July 19, 1927.

234,255—Liquid Cleanser. Puritan Chemical Company, Atlanta, Ga. Filed May 26, 1927. Serial No. 249,602. Published July 19, 1927.

A. Maschmeijer, Jr., Amsterdam, Holland, established as aromatic chemical manufacturers in 1899, are now directly represented in this market through A. Maschmeijer, Jr., Inc., 66 West Broadway, New York. Jules O. Vollbehr is vice-president and treasurer of the new concern and will actively direct its affairs. He was formerly sales manager for Maschmeijer, at Amsterdam, and is acquainted in the United States through having made numerous visits to this country while his firm was represented through other channels. The new company will also handle the American sales of the natural flower products of J. & E. Sozio, Grasse, and will represent W. H. Hobbs & Co., Ltd., London essential oil house, and Etablissements Victor Hasslauer, Paris, importers of civet, musk, castoreum and ambergris.

INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association.*
Harry W. Cole, Holbrook, Mass., Secretary.

The Annual Convention

THE Fourteenth Annual Convention of the Insecticide & Disinfectant Manufacturers Association will be held at the Hotel Astor, New York, on December 12, 13, and 14. This is less than a month away. Manufacturers of disinfectants, deodorants, household insecticides, liquid soaps, and allied products from all over the United States, and some from Canada, will be represented at the meeting. It is the one time of the year when the members of this rapidly growing industrial group get together for a discussion of their common problems. The members of the Association have very graciously extended an invitation to all manufacturers in the field, who are not members, to attend this annual meeting and take part in the open discussions. Here is an opportunity to secure first hand the latest facts on the chief problems of the industry and to hear the best method of solving them. Make your plans now to be present in New York on December 12, 13, and 14. For both members and non-members alike, it will be time well spent.

Insecticide Anticipation

LIKE everything else, there are two sides to the household insecticide quality argument. Apparently, the general public expects too much in the way of performance from the average insecticide spray. This may be due to extravagant claims in advertising and it may be due to overzealousness on the part of salesmen. All that is necessary in the minds of some salesmen for the products of a company to become perfection plus, is for one of said salesmen to become affiliated with a firm. He sells the dealer with sales arguments which have no connection with fact or truth. His product is the best. It will do anything. To hear some of them talk, one would think that all that is necessary is to place unopened cans on display to make every insect within a mile drop dead from fright.

Both advertising and selling in many instances have claimed too much. The consumer secures the impression that his insect troubles will be over forever when he has used this or that spray. Although the spray which he buys may be one of the best, one which will do anything any other insecticide will do, he is disappointed too frequently when he uses it. He has expected it to do more. For example, a room is sprayed and apparently all flies or mosquitoes have been killed off. In an hour or two, he sees other insects buzzing about the room and very often concludes that they are stunned insects which have regained their vigor and that the insecticide failed to kill them.

The insecticide manufacturer must assume one hundred per cent ignorance on the part of the consuming public for another five years at least. Advertising and labels should indicate that repeated and continuous use is essential for continued freedom from insects. Because those which are present have been killed off, is in no sense a guarantee that others will not appear from the same source. Teach that repeated use is just as important as correct use and a good quality sprayer.

These are two factors which can avoid disgruntled insecticide consumers. Don't let salesmen run wild—bridle them where they claim too much. The same applies to advertised claims. And, educate the dealer and the consumer in the doctrine of repeated and continuous use in place of highly expectant spasmodic application. Fewer complaints about the quality of insecticides should result.

Sulphur Products Co., Greensburg, Pa., manufacturers of a liquid sulfur preparation and associated with the Sanitary Chemical Co., disinfectant manufacturers, are extended the sale of their products in Australia. Wilfred S. McKeon is president of the company.

A list of firms in Cardiff, Wales, engaged in disinfecting ships and other properties, on a commercial scale, is available to accredited firms and individuals upon application to the Chemical Division, Dept. of Commerce.

Announcement!

Meet Us in New York

THE FOURTEENTH ANNUAL CONVENTION of the Insecticide & Disinfectant Manufacturers Association will be held in New York at the Hotel Astor on December 12, 13, and 14.

Representatives of manufacturers of disinfectants, household insecticides, deodorants, liquid soaps, polishes and kindred products from all parts of the United States and Canada will be present.

Leading authorities from the industry, officials of various Government departments, and experts from other fields will discuss technical, legal, and business problems which are of importance to the insecticide and disinfectant manufacturers to-day. There will be discussions of current matters by the membership in open forum.

An exhibit of products will be held in conjunction with the Convention this year on a slightly different scale than that of 1926. An entire room adjoining the meeting hall will be given over to the exhibits. Emphasis this year will be placed on raw materials, equipment, and containers, for the manufacturer of insecticides and disinfectants, although there will also be displays of finished products as well.

The sessions of the Convention and the exhibit room will be open to all visitors. Last year, a large number of manufacturers who were not members of the Association attended the meeting in New York. They were welcome, and you, as a manufacturer of disinfectants, insecticides, or associated products, will also be welcome at the meeting in December.

If the figures of the past few meetings indicate anything, the 14th Convention will be the largest attended in the history of the Association. It is an opportunity to meet a greater number of manufacturers in your own field than ever congregate at any other place, to make new business associations, and to secure the benefits of discussions of our common problems.

Make your plans now to be in New York on December 12, 13, and 14 at the Hotel Astor!

HARRY W. COLE, Secretary.

HOTEL ASTOR, NEW YORK

December 12, 13, 14, 1927.

Educating the Insecticide Consumer

Retailer Ignorance, Advertising Errors, and General Lack of Insecticide Knowledge by the Public Discussed

By C. R. Jahn

THE DEVELOPMENT of any new product requires a great many things. It requires not only an educational program among the ultimate users, but it also calls for consistent work on the main distributing link, the retailer. It is safe to say that the average retailer has no real understanding of what is taking place in the insecticide industry. He has not yet been "sold" on the value of the product which he offers to his trade. It is doubtful if he appreciates the importance of present day insecticides as compared to the old poisonous products formerly offered for sale. Liquid insecticides have been played up to the retailer from the standpoint of the large profits he could make and not so much from what the product would do and how and when it should be used.

To the manufacturer, it must be apparent that this is a grave mistake, because if the retailer himself has no sound idea of the product, it cannot be expected that the ultimate user will be any better informed. It must be recognized that the retailer has a most important function in the distribution of insecticides, especially since manufacturers are anxious to create a new atmosphere around their products. To say what is the most important problem before liquid insecticide manufacturers is difficult, because there are a number of equal importance that must be solved by the inauguration of a policy of educational work through every legitimate channel. The manufacturers of tooth pastes had primarily the same problem. They had to educate the public to use their products and the importance of using them often. Most of us now know that it pays to take care of one's teeth, yet this was not always so.

IN CONSIDERING insecticides, we must admit that only a very small percentage of the people know what an insecticide is. If they buy a product to kill flies and mosquitoes in the summer, they are likely to forget when winter comes that this same product will keep their homes free of other insects that breed very prolifically in the warmth of their homes. Such educational work as this entails, can be done through the retailer in some measure. It should be the policy of all manufacturers to carefully circularize as many retailers as they can during the year, giving data as to how best to get results from the given product and other points tending to encourage them to use salesmanship in their handling of insecticides. The value of such work can not be overestimated and should be done consistently.

Much of the advertising now appearing on insecticides does not give evidence of having been too carefully planned. The very points that would cause the buyer of such products to reflect that he ought to use an insecticide, are ignored for general statements that do not convey a definite message. They have no educational value whatever.

Perhaps the next important problem confronting the liquid insecticide manufacturer is that of his business being seasonable. When we carefully examine the situation, we cannot escape the conclusion that his business is seasonable because he has been content to have it seasonable. The truth of this observation is so obvious as to make it strange indeed that there has been no effort to find a remedy.

If we consider the number of insects that are active in the winter, we find that most of the household group are of that type, and since they are the legitimate victims of an insecticide, it would seem that the market most certainly is there. Here, again, it is wholly a matter of education. It requires courage to break with tradition, but an intelligent consideration of the whole subject cannot but result in the conviction that such a campaign would be successful. This should engage the closest attention of those manufacturers who are determined to derive the most from the possibilities in the insecticide field. It is of course, not something that can be done in a short time, but certainly no time should be lost in getting some action under way. More manufacturers might well conduct experiments to prove themselves that it can be done.

THE LABEL should not only be attractive, but it should give complete directions. Recently, the writer learned of a case where the

customer refused to take a certain preparation because he wanted it to use against moths and the label did not state that it would kill moths. This is an unusual case, however, but it proves conclusively that details are of very great importance. An illustrated label adds to the effectiveness of the package, and where a bottle is preferred to the can, a colored glass makes a most attractive container.

Manufacturers should see that their product is actually non-staining because this feature is quite important to every housewife. One criticism directed at liquid insecticides is that the very idea of spraying one's clothes or furniture with such a preparation is too much of a gamble.

Too much stress cannot be put on the necessity of removing these false impressions regarding insecticides. A great many people think that all insecticides are highly poisonous and consequently dangerous to have around the house. This condition results in large measure from the fact that newspapers frequently print articles about how some individual swallowed a dose of some chemical in error and died as a result. In these cases, no distinction is made as to the type of insecticide and as a result all insecticides are considered dangerous. In some quarters, the assumption is that if a given product will kill insects, it will also kill human beings. This, obviously, comes from a lack of knowledge on the part of the public.

PRESENT day advertising of insecticides does not take these prejudices into account and no effort is made to counteract erroneous impressions that unquestionably prevent a more general use of insecticides. It remains for the manufacturer of insecticides to let the people of the world know that there is an insect problem. The Government is responsible for a great deal of publicity to this end and manufacturers have a golden opportunity to help along this informative process by directing their advertising not only to the immediate problem of individual sales, but also to the equally important problem of selling the idea of using insecticides.

The sale of liquid insecticides has grown largely during the past few years. As far as potential gross sales are concerned, however, they have not as yet reached even a small fraction of what they might be. Like any other product in the introductory stages of merchandising, and most certainly spraying insecticides are in this class, it is a problem of educate, educate, educate. Advertising individual products without the general educational background, is to advertise to an ignorant public. A better informed public will undoubtedly mean a far larger gross business for every member of the industry.

Ethylene Dichloride Against Moths

A fumigant consisting of 3 parts by volume of ethylene dichloride, and 1 part by volume of carbon tetrachloride is very effective, according to the U. S. Department of Agriculture, against stored products pests. It is cheap, non-inflammable, non-explosive, non-injurious to stored commodities and not dangerous to human life. It is about five times as toxic as tetrachloride.

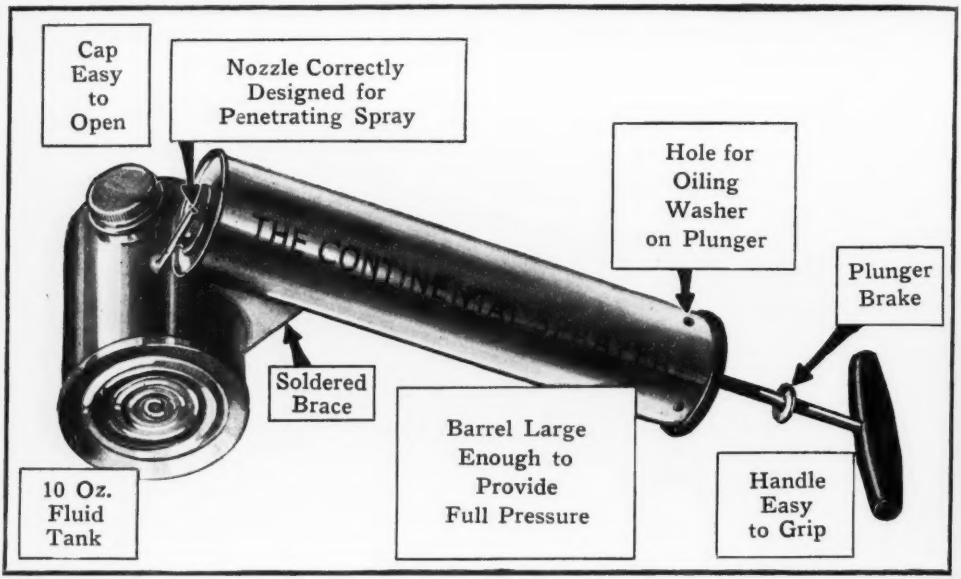
The costs of this material as quoted on June 9, 1927 are as follows: Ethlyene dichloride 11 cents per pound, while that of carbon tetrachloride is somewhat less. The cost per gallon of the fumigant should not be much over $1.00.

Materials to be treated should be placed in air tight containers, such as trunks, carefully made boxes or closets, and the fumigant left in an open tray, a saucer, dinner plate or any other open dish, before the lid or door is tightly closed. In clothes closets use about 6 pounds per 1,000 cubic feet of space, or about 1 pound for a closet 5 ft. by 6 ft. by 7 ft. and do not open the door for about two days or over. As the vapor given off by this liquid is heavier than air it is important that the tray containing the fumigant be placed above the material to be treated.

This mixture has no corrosive action on metals, nor any bleaching or staining action on textiles of any sort, and when vaporized in fumigation chambers may be applied to rugs, carpets, woolens, linens, mohair, clothing, upholstered furniture, etc. without fear of danger. It has a slightly anaesthetic action on the human system, but unless breathed in high concentration for protracted periods of time no harmful results may be feared.

The Buenos Aires press is attempting to arouse the public to the increasing dangers to health and material losses incurred through failure to organize in a war on rats. Enormous losses are experienced each year in grain storehouses and from the economic urge to stem profit-leaks a real campaign is about to be launched. The public appeal is from a health and nuisance standpoint.

Atlantic Coal Tar Distillates, Inc., Elizabeth, N. J., awarded contract 3,600 lbs. naphthalene for Raritan Arsenal at 4.5c lb. Same company awarded 3,600 lbs. for Augusta, Ga. at 5.875c lb.



A powerful sprayer at moderate cost!

A sprayer that works properly brings better results for your products.

THE CONTINENTAL SPRAYER makes a fine spray, and forces it out vigorously, causing the spray to move faster, cover a greater area and penetrate crevices to a greater extent than other sprayers on the market.

Often the leather washer on a spray plunger dries and shrinks. This is overcome in the CONTINENTAL SPRAYER by means of an oil hole, thereby permitting the oiling of the washer and keeping it pliable.

CONTINENTAL SPRAYERS are strongly made, easy to operate and have no weak parts to give way under steady use—and the cost is very moderate.

Furnished plain, or, in quantities sufficiently large, can be attractively lithographed to serve as valuable advertising.

Write nearest office for samples and prices, stating quantity desired.

CONTINENTAL CAN COMPANY, INC.

Eastern District Sales Office
16th & Coles Streets
JERSEY CITY, N. J.

Central District Sales Office
2566 East Grand Blvd.
DETROIT, MICHIGAN

Western District Sales Office
4622 West North Avenue
CHICAGO, ILLINOIS

Testimonial Dinner To Dr. J. K. Haywood

To Be Guest of Honor at Fourteenth Annual Banquet of Insecticide and Disinfectant Manufacturers

DR. J. K. HAYWOOD, chief of the Food, Drug and Insecticide Administration of Agriculture, will be the guest of honor at the Fourteenth Annual Banquet to be held on Tuesday evening Dec. 13, in connection with the annual meeting of the Insecticide & Disinfectant Manufacturers Association. Dr. Haywood this year completed thirty years in the Government service and twenty-five years as actual head of insecticide and disinfectant law enforcement. The annual dinner will be in the form of a testimonial to Dr. Haywood to commemorate his long service. John W. Bailey, general sales manager of the Tanglefoot Company will act as toastmaster.

DR. J. K. HAYWOOD

Plans for the annual convention of the Insecticide & Disinfectant Manufacturers Association call for the usual three-day meeting in New York, Dec. 12 to 14, the opening session beginning Monday morning, Dec. 12 at 10:30 A.M. at the Hotel Astor, New York. Monday will hear the annual addresses of President Fred Hoyt and Secretary Harry Cole, followed by the opening of the general discussions and speakers. A number of nationally known figures connected with the industry and Government departments will be heard. On Tuesday, the morning session will be given over to the discussion of insecticide problems exclusively, followed by a session in the afternoon given to disinfectants, liquid soaps, and allied products. On Wednesday, there will be further well-known speakers, election of officers late in the day, new committee appointments, and general unfinished business.

The exhibit of products in connection with the annual meeting this year will be held in a large room adjoining the meeting hall. It will be in charge of Dr. H. W. Hamilton of the White Tar Co. Exhibits of raw materials, containers, and finished products will be shown. Further details were incorporated in a bulletin sent out November 11 from the Secretary's office. The exhibit will be open to both active and associate members this year.

The Association through the Secretary has published an invitation in this issue of SOAP to all non-members of the Association who are engaged in the disinfectant, insecticide, liquid soap, and allied lines of manufacture, to attend the open meetings at the Hotel Astor this year. The Secretary is also urging all members that they make arrangements to attend this year's convention which he states from early indications is going to be the largest in the history of the organization.

M. M. Marcuse, president of West Disinfecting Co., Long Island City, N. Y., and past president of the Insecticide & Disinfectant Manufacturers Ass'n, returned from a three months' trip to Europe early this month. Mr. Marcuse visited England, Scotland, Wales and several countries on the Continent, while abroad.

Merck & Co., Rahway, N. J. are offering prizes for each of the first thousand reports, on the use of the disinfectant Creolin-Pearson, received by the company. The winners will be allowed to select any three out of eight special Merck products, these to be given out by any druggist co-operating in the contest and billed to Merck & Co. at the full retail price.

Jane Hilson Powell was born Oct. 9 to Mr. and Mrs. John Powell. Mr. Powell is with John Powell & Co., New York. The young lady was the recipient of a gift in which sixty members of the insecticide and disinfectant industries contributed.

White Tar Co., Kearney, N. J., manufacturers of naphthalene and other coal tar products, are building a one-story addition to their factory.

You're expected!

At the annual meeting of the *Insecticide & Disinfectant Manufacturers Association,* Dec. 12, 13, and 14 at the Hotel Astor, New York. Arrange now to be there!

New Permitted Disinfectants

Bureau of Animal Industry, U. S. Department of Agriculture, has granted permission to Joseph Kroger Soap Company, Cincinnati, Ohio, for the distribution and use of "Creusan Saponified Cresol Solution" under the name of "Krosan," in the general disinfection of cars, yards, and other premises. "Krosan" is identical with "Creusan Saponified Cresol Solution" manufactured by U. S. Specialties Corporation, Chicago. In accordance with the provisions contained in the regulations governing the interstate movement of livestock, the Bureau has granted permission to W. D. Carpenter Co., Inc., of Syracuse, N. Y., for the distribution and use of "Crestall Dip" under the name of "Disinfectone Cresol Compound," in the general disinfection of cars, yards, and other premises. "Disinfectone Cresol Compound" is identical with "Crestall Dip" manufactured by Baird & McGuire of Holbrook, Mass.

Arthur E. Wares, of the Wares Co., Warsaw, N. Y., manufacturers of polishes, shampoos, toilet preparations, and various other household commodities recently established, announces that the firm has completed its line of products with all in stock and ready for shipment. Mr. Wares has been active in manufacturing these materials for over twenty-six years.

Mark Your Calendar Now!
Cross off Dec. 12, 13 and 14. This is the annual meeting of the *Insecticide & Disinfectant Manufacturers Association* at New York. Everybody will be there!

Smaller I. & D. Exports in August

Smaller quantities of household insecticides, disinfectants, germicides, deodorants and related products were shipped from this country in August than in the previous month, exports having totaled 1,531,070 pounds, with a value of $361,571, a drop of about 200,000 pounds. The largest exports went to

	Pounds	
France	378,125	$87,435
Germany	200,835	56,513
Italy	162,787	36,276
Argentina	150,556	34,822
Cuba	109,178	10,789

France, Germany, Italy and Cuba were among the first five in the July list, but Argentina is a newcomer, displacing Mexico.

The duty on carbolic acid has been cut in half by a recent Presidential proclamation, from 40% ad valorem, plus seven cents a pound, to 20%, plus three and a half cents a pound. This is the maximum reduction possible through the flexible tariff provisions of the Tariff Act of 1922. Imports of carbolic acid have dropped from between four and eight million pounds a year averaged before the present tariff was enacted, to slightly over 200,000 pounds annually at the present time.

Karl Kiefer Machine Co., Cincinnati, manufacturers of filling, filtering and bottle washing machinery, has issued another number of *The Superintendent*, the company's house organ. It contains several interesting articles, along with information regarding recent installations of Kiefer equipment. Included in the latter were a mono-piston filler, installed in the Holman Soap Co. plant, and a rotary vacuum filling machine, in the Standard Oil of Indiana factory.

Soaps, chemicals, oil and related products will be manufactured and jobbed by the Eagle Soap Co., 2807 W. Lake St., Chicago, recently organized by R. F. Roman, Norman Daniel and J. G. Griffin. The firm is capitalized at $20,000.

Charles Siegal has formed a new company to manufacture and job disinfectants, household insecticides, floor oils, cleaning preparations and related products, under the name of Siegal's Sanitary Supplies, Inc. The firm is located at 318 West Church St., Knoxville, Tenn.

Chemical Supply Co., Cleveland, manufacturers of cleansers, soaps, disinfectants, etc., are offering a new cleaning compound, "Pinolave," effective for any general cleaning operation.

Phoenix-Hermetic Co., Chicago and Brooklyn, manufacturers of metal bottle and can caps, are now offering iridescent aluminum screw caps. The new caps are decorated in a wide variety of colors.

Clifton Chemical Co., New York, bulk manufacturers of liquid soap base, disinfectants and related products, have recently installed several additional kettles to accommodate the increasing amount of business which the firm is doing in bulk products for the trade.

Suggest Caustic Poison Act Changes

Suggested changes in the Federal Caustic Poison Act were submitted to the Food, Drug and Insecticide Administration by the National Association of Retail Druggists on Oct. 17 as follows: In Reg. 1, Paragraph (b), it was suggested that the words "suitable for household use" mean and imply any use for sanitary, disinfecting, deodorizing and cleansing purposes in the household.

The next suggestion is that paragraph (g) of Reg. 3 be stricken out. Explaining this request the association in its supplemental brief says:—

The language of paragraph (4) of section 2 of the act above shows plainly that Congress did not intend to apply the law to dangerous caustic or corrosive substances "for other than household use." If Congress did not deem it necessary to require manufacturers and wholesalers of such substances to place directions for treatment in case of accidental personal injury on their containers, and failed to provide in the law that retailers should do this, there is neither necessity nor legal justification for the department imposing such an obligation on retailers by regulation.

Paragraph (g) of Regulation 3 also conflicts with the provisions of Regulation 4, providing for the furnishing of a guaranty by wholesalers, jobbers, manufacturers or other party to any dealer to whom he sells any dangerous caustic or corrosive substance covered by the act.

It is proposed to amend Regulation 5 by providing that samples collected by the Food, Drug and Insecticide Administration for examination shall be paid for by the federal government.

The suggestion is made that Regulation 6 be amended so that it will read as follows:—

Investigations—Authorized agents in the employ of the United States Department of Agriculture may make investigations, including the inspection of dangerous caustic or corrosive substances within the law manufactured, packed, stored or held for sale or distribution, and may make examinations of freight and other transportation records relating thereto.

It is asserted that the authorization of an inspection of premises as proposed in the regulations is too general, nullifying the constitutional provisions against unlawful searches and seizures.

Don't Forget!

The annual meeting of the ***Insecticide & Disinfectant Manufacturers Association***—Dec. 12, 13, and 14 at the Hotel Astor, New York. Plan now to be there!

Japanese Market for Insecticides

There are at least two American made liquid insecticides on sale in Nagasaki, retailing at approximately $1.25 per quart tin. This is high for the Japanese market, which already has a number of effective insecticides, of domestic manufacture, at much lower prices. They are either of the powder or smudge varieties. While powder or sprayed liquid insecticides are effective against crawling insects, the open construction of Japanese houses, which makes them, in summer, little more than roofs supported by pillars, militates against the effectiveness of sprayed insecticides in destroying flying insects. Screened windows or doors are unknown. The mosquito smudge, which can be kept going continuously, at a fairly reasonable cost, is more effective than the more expensive sprayed insecticides. There is, however, a small but steady demand for the imported liquid insecticides from Japanese and foreigners able to pay the difference in price. (Consul Henry B. Hitchcock, Nagasaki.)

Not a Home without Roaches

By Alvin T. Steinel

(In "The Candle" of the Giles Can Co.)

Scuttle, Scuttle, little roach—
How you run when I approach;
Up above the pantry shelf,
Hastening to secrete yourself,
Most adventurous of vermin,
How I wish I could determine
How you spend your hours of ease,
Perhaps reclining on the cheese.
Cook has gone and all is dark—
Then the kitchen is your park;
In the garbage heap she leaves
Do you browse among tea leaves?
How delightful to suspect
All the places you have trekked;
Does your long antenna whisk its
Gentle tip across the biscuits?
Do you linger, little soul,
Drowsing in our sugar bowl?
Or, abandonment most utter,
Shake a shimmy on the butter?
Do you chant your simple tunes
Swimming in the baby's prunes?
Then, when dawn comes, do you slink
Homeward to the kitchen sink?
Timid roach, why be so shy?
We are brothers, thou and I;
In the midnight like yourself
I explore the pantry shelf.

—*The Antiseptic Products Co.*

harmless to the skin. State price and send half pound sample. Address Crystal Chemical Co., 110 Oliver St., Newark, N. J.

Paper Cartons For Sale—2,000,000 (more or less) plain, folded paper cartons for use with printed tight wrapper. Size 1¾" x 3¼" x 5½". Grade: .026 Single Manila lined chip. Price: $1.50 per thousand in original packages, f.o.b. Seneca, Missouri. Write American Tripoli Co., Seneca, Mo.

For Sale—One Garrigue crude glycerin evaporator, capacity 1,000 lbs. of lye per hour, complete with vacuum pump, catchall, steel supporting frame and vapor piping. Address C. W. Aiken, 45 Bromfield St., Boston, Mass.

Soapmaker—Opportunity exists on Pacific Coast for competent soap maker to connect with young, growing factory now doing about $120,000 per year. Amply financed and making money, but need man who will grow with the business and who will eventually be invited to become financially interested. Address Box 235, care of SOAP.

In replying to advertisements with box numbers, address your communications to Box No.——, SOAP, 136 Liberty St., New York. Your advertisement on this page will be read throughout the soap, liquid soap, disinfectant, insecticide and allied plants throughout the U. S., Canada, Central and South Americas.

A recent issue of *The Du Pont Magazine* published regularly by E. I. du Pont de Nemours & Co., was given over to commemorating the 125th anniversary of the firm's founding. Sketches of the development of the company's business, both generally and by departments, furnished the bulk of the material in the anniversary number. The du Ponts came to this country in 1800, Pierre S. du Pont and his two sons, Victor and Eleuthere Irenee. They originally intended to develop a large tract of land in western Virginia, but instead, in 1802, started the manufacture of powder. This marked the founding of the present du Pont organization, which incidentally has had a du Pont at its head for every one of the one hundred and twenty-five years of its existence.

Zonite Products has declared a quarterly dividend of $1 a share, payable Nov. 15.

Index to Advertisements